Board of Trade Journal

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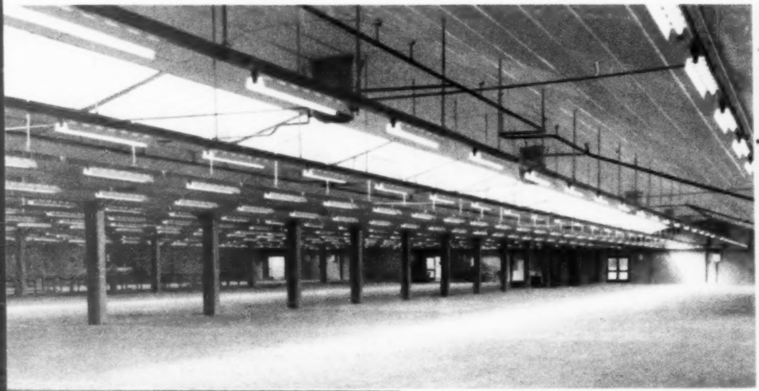

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Sterling Area Trade Supplement *pages i – xvi*

The Cleveland Consular District as a Market for U.K. Exports

This survey of the rich and thriving area that lies behind the ports on Lake Erie, and its potentialities as a market for British goods, has been prepared by the British Consulate-General at Cleveland.

CLEVELAND is an international port on the south shore of Lake Erie some 400 miles west of New York City and 300 miles east of Chicago. The port is ice-bound during the winter but from April to November big bulk carrier vessels – the 'lakers' – discharge their loads of iron ore for Cleveland's iron and steel mills, and modern ocean-going ships wearing the flags of many different nations unload mixed cargoes brought from ports in Britain and Europe, the Mediterranean, the Near and the Far East. Behind Cleveland and the other ports on Lake Erie lies a rich and economically thriving area which could well absorb a much greater volume of imports from the United Kingdom than it is doing at present. This article briefly surveys this area the Cleveland Consular District, so that British manufacturers and exporters may, perhaps, better appreciate its potentialities as a market.

The Consular District comprises the States of Ohio, West Virginia, Kentucky (except for the extreme southwest corner which is in the St. Louis District), and the western third of the State of Pennsylvania; a total area of about 100,000 square miles, and a population of about 17,000,000 of which the largest concentrations are in Ohio and Western Pennsylvania. Kentucky – the 'Blue Grass State' famous for its horses and whisky, tobacco and corn – is mainly rural and agricultural, its industries being based on the processing of farm, forest and mineral products. West Virginia is mountainous and forested, with deep, narrow, cultivated valleys and with coal, steel, and clay industries along the valley of the Ohio River where it forms the border with Ohio. Ohio and bordering Western Pennsylvania produce corn, wheat, fruit and dairy products, but the strength of their economy lies in the many and diversified industries within their borders. This is the fourth largest of the twelve operating districts of the Federal Reserve Bank of the United States of America; it comes after New York, San Francisco and Chicago in the size of its distribution and use of currency. Within this thriving area in which, following the modern tendency, industries are expanding or re-locating in rural districts and towns, it is still possible to define four regions of heavy industrial concentrations.

The Foreign Trade Zone (Free Port) area at the Ocean Terminal, Port of Toledo, Ohio, where imports may be warehoused and processed in bond.

The first and largest of these is in the northeast, where the basic industries are steel, steel products of all kinds, aluminium, rubber and chemicals. Its boundaries run roughly from Lorain, the steel and shipbuilding town just West of Cleveland, eastward along the Lake through Erie (Pennsylvania), to the Pennsylvania-New York State border, then south to Pittsburg, and west and north to Massillon, Akron and Cleveland. In this region the more important centres of populations are:

Cleveland – One of the two principal ports on Lake Erie and, with its metropolitan area, a single industrial complex. Population: 1,700,000. Industries: iron and steel, steel products, machinery,

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Front Cover Photograph

The Port of Cleveland, Ohio, on the south shore of Lake Erie, is in the centre of the industrial heart of America. It has excellent inner and outer harbours that constitute one of the busiest ports on the Great Lakes for handling export/import shipping, via the St. Lawrence Seaway.

Current Export Opportunities in Cleveland

Cranes (Ref.: E.S.B. 36852/61)

Steel Castings (Ref.: E.S.B. 38976/61)

Gin (Ref.: E.S.B. 2617/61)

Further details may be obtained from the Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1.

foundry and forging equipment, automotive equipment, aluminium forgings and castings, earth moving equipment, materials handling and lifting equipment, chemicals and chemical plant, paints, printing and office machinery, electric motors, electrical and electronic control apparatus, aircraft and missile parts, petroleum products, X-ray and izotype equipment, plastics, clothing, greeting cards. Headquarters of a number of important concerns including Republic Steel, the White Motor Company, and the Glidden Paint Company.

Akron and district, 35 miles south of Cleveland. (Known as 'The rubber capital of the world.') Population: 360,000. Headquarters of the principal rubber companies, including Firestone, Goodyear, B.F. Goodrich, and General. Industries: rubber products of all kinds, chemicals, machinery and equipment for the rubber and chemicals industries, plastics and plastics machinery, miscellaneous steel fabrications, aircraft and missile components.

Canton and *Massillon*, a few miles south and east of Akron. Population: 160,000. Industries: steel fabrications and products, roller bearings, workshop machinery and tools, mechanical and hydraulic presses, security equipment, gas and diesel engines. Canton is the headquarters of the Hoover vaccum cleaner organization.

Youngstown and *Warren* (*Ohio*), about midway between Cleveland and Pittsburgh. Population: 170,000. Industries: Steel and steel products, machinery and tools, rolling mill equipment.

Pittsburgh and district, about 135 miles from Cleveland. ('The Workshop of the World.') Population: 2,500,000. Contains nearly a fifth of the steel-making capacity of the United States. Headquarters of such large internationally known corporations as U.S. Steel, Westinghouse Electric, Aluminium Company of America, Jones and Laughlin Steel, Pittsburgh Plate Glass and Heinz (57 Varieties), Pittsburgh is the sixth largest manufacturing centre in the United States of America, and the largest producer of bolts, nuts, rivets, and bituminous coal. It also is an important industrial research centre, and a pioneer in atomic and nuclear power developments.

The second region lies each side of the Ohio River where it forms the boundary between Ohio and West Virginia. Around East Liverpool and Steubenville (Ohio) is concentrated the principal clay products and pottery industry of Ohio. Across the river in and around Wheeling, West Virginia, are coal mines and steel mills, and southward along the river to Huntingdon, West Virginia, are coal mines (largely opencast and strip), and ancillary industries producing mining and mines servicing equipment.

The third region includes Cincinnati in the southwest corner of Ohio, about 250 miles from Cleveland, and stretches north to Dayton, then east to Columbus, the Ohio State capital. The principle cities of this area are:

Cincinnati and area. ('The Machine Tool Centre.') Population: 1,000,000. Cincinnati was the largest manufacturing centre in Ohio until overtaken by Cleveland. Industries: machine tools and machine shop equipment, playing cards, soap and sanitary preparations, containers and container making machinery, pianos and electric organs, paper, metal wares, commercial trailers, chemical products, fine and coated papers, diesel engines, glass machinery, aircraft components, and security equipment.

Dayton and areas. Population: 680,000. Industries: office machinery and equipment (headquarters of the National Cash Register Company), domestic electric appliances, air-conditioning, heating and refrigerating equipment, automotive and aircraft components, bicycles and lawn mowers, hardware, electric motors, switchgear and products, printing machinery and equipment. Dayton was the home of the Wright brothers.

Springfield (Ohio). Population 82,000. Heavy duty commercial vehicles, electric motors and generators, aircraft assemblies, diesel engines.

Columbus, the State Capital, and district. Population: 680,000. Industries: aircraft and parts, domestic electric appliances, mining, materials handling and processing equipment, roller bearings, telecommunications equipment, construction and road machinery, shoes, thermostatic controls, plastics, automotive parts.

The fourth primarily industrial region is the comparatively small one centred on Toledo. population 460,000, on the southwest corner of Lake Erie, about 150 miles from Cleveland. Industries: glass and glass products, machine shop equipment, automotive parts and accessories, chemicals, electric appliances, metal stamping. Toledo is the Headquarters of Willys Overland and Libby Owens Ford. It is a progressive city with expanding port facilities; these currently handle 34 million tons of cargo a year, the majority of which consist of bulk cargoes of grain and coal. All the major United States oil companies have refineries in the dock area and there are bulk loading and unloading facilities for petroleum products and molasses. The Port Authority is at present installing a 200 ton gantry crane. Toledo is unique among the Great Lake Ports in that it has what it calls a Foreign Trade Zone (Free Port) in which imports may be warehoused and processed in bond.

Broadening Horizons

For many years the Cleveland Consular District was isolated, self-contained and self-centred; but this has changed with the changing American attitude towards the outside world, and more particularly, locally, with the development of the St. Lawrence Seaway which each year brings an increasing number of foreign ships with cargoes of raw materials and manufactured products of all kinds, direct to Lake Erie ports. The Seaway has diminished some transporation costs within the United States, and thus made foreign trade more attractive. A local wine and spirit importer, for instance estimates a saving of one bottle per case on imported Scotch whisky, and an importer of Belgian flax estimates a saving on transport charges of $450 per ten tons. The fact that the Lakeside ports are frozen in the winter has not deterred many significant importers (Volkswagen for example) from importing stocks through the Seaway in the autumn for distribution during the winter. In this connection the opening of the Foreign Trade Zone (Free Port) at Toledo may have considerable significance.

There are other factors which have contributed to broadening the horizons of this large district. It has become, during recent years, an important exporter of American products. For example a certain margarine factory in the area exports 60 per cent. of its production, a machine tool factory 45 per cent., and many others about 30 per cent. of their gross product; also the big steel interests have recently had to develop mines in Liberia, Venezuela, Labrador and Canada in order to satisfy their-requirements for ore. These new emphases on foreign trade and the activities of such bodies as the World Trade Councils and Associations affiliated to the Chambers of Commerce in all the principal towns in the District, have contributed towards opening this large interior district to the philosophies of international trade; they have at the same time provided an efficient working knowledge of the technicalities of export and import.

Foreign goods are no longer rarities in shop windows. Many of the excellent department and other stores in the district, make regular features of displays of imported goods: chinaware, gift-ware, clothing and clothing accessories, textiles, shoes, toys, bicycles, housewares and the like; and some of them run epicure shops stocked with special foods, confectionery, and delicacies from many parts of the world. There are still pockets of resistance to imported products but, in the main, users and distributors of manufactured products ranging from heavy machinery to small items of consumer goods are ready and willing to consider British and other foreign products on their merits.

Rewarding Market

From the descriptions of the regions given above, it is evident that almost everything that enters into the economy of the District is available almost on the doorstep of users and consumers, and salesmen of all the various industries clamour for the attention of distributors. The latter, therefore, have to be convinced that an imported product will offer them advantages that its domestic counterpart does not have. Obviously, it is not an easy market for United Kingdom manufacturers and exporters, but it can be a rewarding one for those who have the right products to sell, and are prepared to bear the trouble and expense of getting into it.

People here want much the same things as do people in the United Kingdom. Industrialists need materials and machines, individuals need clothing, motor cars, refrigerators, washing machines, television sets, domestic labour-saving appliances, and so on; and all the manufacturing resources of the United States stand ready and willing to meet these needs – supported by banks and loan companies which (if one is to believe their advertisements), will afford unlimited credit to potential buyers, and by intensive television, radio, and newspaper advertising campaigns. What we have to sell from Britain, therefore, must have a price advantage or a quality advantage or be a novelty, or it must be demonstrably superior in performance to similar American products. Scotch whisky and British sports cars, for instance, meet these criteria, the inquiries successfully handled by this office range from steel and heavy machinery to items such as artificial flowers and needles. There could be a much greater volume of imports into this district in which there is a large fund of goodwill towards Britain, and a respect for its business acumen and methods, for the skill of its craftsmen, and the quality of its products.

The volume of British imports would increase if more representatives of British industry and commerce visited the territory. The visiting British businessman is, in fact, still something of a rarity. Compared with the initial cost of crossing the Atlantic, it is neither costly nor time-consuming to fly or to come by long distance bus into Cleveland from Detroit, New York, Chicago or Canada, and very few business visitors who have come to this district have left without having made satisfactory or promising business connections, and all have been received courteously by directors and officers of American firms.

Apart from the reluctance of visitors to extend their visits to Cleveland, there are other factors that hinder the increase of sales of United Kingdom goods which are common to the whole United States market. For example, the failure or inability of United Kingdom firms to deliver goods as and when required or on previously agreed dates; the quoting of prices in £ s. d. instead of in United States dollars, and the inability to meet the quantity production required to make the market a profitable operation for an American distributor. Also, in order to compete successfully with the domestic manufacturers in this area of swift communications and prompt business deals, it is essential to answer correspondence or telegrams by return. Failure to do this has been known to result in the loss of much important business in this district.

The opportunities for new or increased business are here, and this office does its best to exploit them; but the British manufacturers and exporters must play their part by following up any initial contacts with vigour and efficiency if the potential is to be fully realized.

Amendments to EFTA 'Origin of Goods' Regulations, 1962

THE European Free Trade Association (Origin of Goods) (Amendment) Regulations, 1962, published on Tuesday (S.I. 1962 No. 299) amend the European Free Trade Association (Origin of Goods) Regulations, 1960 (S.I. 1960 No.780) by providing a qualifying process for pectin in tariff heading 13.03 when this product is brought within the scope of the EFTA duty reductions on March 1, 1962, and by making two other minor amendments to the First Schedule to the Regulations. The first of these minor amendments adds 'resin mastics and cements' to the description of goods in tariff heading 32.12 in order to clarify the position. The second minor amendment, to the qualifying processes for tariff headings 40.07 to 40.16, will permit rubber master batches classified in tariff heading 40.05 (as well as those classified in tariff heading 40.05) to be used to qualify the goods covered by tariff headings 40.07 to 40.16 for EFTA tariff treatment.

Copies of the new Regulations are obtainable from H.M. Stationery Office, Kingsway, London, W.C.2, and branches, price 3d., by post 5½d.

Ministerial Meeting of the EFTA Council

THE COUNCIL of the European Free Trade Association will meet at ministerial level in Geneva on March 2, 1962.

Mr. Jens Otto Krag, Danish Foreign Minister and Chairman of the Council during the first half of 1962, will preside at this meeting.

Wales – An Arsenal of Exports

—Sir Keith Joseph

'I AM IMPRESSED by the modern industries and products of so many Welsh factories. Wales seems to be an arsenal of exports.' This was said by Sir Keith Joseph, Minister of State, Board of Trade, at the Industrial Association of Wales and Monmouthshire luncheon at St. Asaph, Flintshire on February 15 during his continued tour of industrial centres (*see below**). He went on to say that he thought that the firms in Wales were well able, because of their up-to-date management, machinery and methods, to withstand the competition that would invade our home market as the tariffs fell.

'Some people,' said the Minister, 'say that we can solve our balance of payments problem by limiting imports. The healthy way to reduce imports is not by controlling them, but by beating them. Beat them out of your home market and you'll be able to beat them in their own. And, as the tariffs come down, if you don't do this you may not long keep a home market of your own at all. It was efficiency – in market research, in design, in production and in selling – that would alone enable us to maintain and improve our standard of living in an increasingly competitive world. We often talked as if efficiency only mattered in the export markets. But this was nonsense. It mattered just as much at home, first because all our home costs entered at some stage into our export costs; and secondly because to the extent that our products for sale at home improved in value they would replace goods that were at present imported.

'Nevertheless, we expect to increase our sales abroad this year. Most firms are trying hard; our goods are broadly competitive; the markets are more active than in the past and our customers are spending. If not just yet the figures will soon begin to show results,' added the Minister.

In Liverpool, Sir Keith visited: Meccano Ltd., who export about £20,000 worth per week – or roughly £1 million worth annually – to world wide markets, Evans (Medical) Ltd., whose overseas sales are made to well over 100 different countries, and account for half the company's annual turnover, and Chadburns (Liverpool) Ltd., manufacturers of ships' telegraphs, who export a large proportion of their output to shipbuilders in various parts of the world. He ended his tour with an address to the Liverpool branch of the Institute of Shipping and Forwarding Agents.

The Minister in his address referred to Liverpool as Britain's second port, handling one-quarter of the country's exports and one-sixth of her imports by value. Fulfilling the orders of our customers overseas was a team operation, involving the manufacturer, those who provided facilities for handling goods at warehouses, docks and airports and transport by road, rail, sea and air, and those who offered ancillary services such as banking, insurance, packaging and the shipping and forwarding agents with their expert knowledge of the complexities of the export process.

It was vital for success that every member of this export team should be fully effective. 'Our exports must not miss the ship, or be damaged by poor packing or bad handling, or suffer any other mishap or delay which might frustrate the hard work of so many and damage our reputation with our customers overseas.

*The Minister continued his tour on February 13 when he visited the Deptford, South East London, works of Molins Machine Co., Ltd., inventors and constructors of machinery for the tobacco industry. The company's export record in 1960 was 51·36 per cent. of their total production. It is expected that the 1961 figures, when they are made available will show a substantial increase.

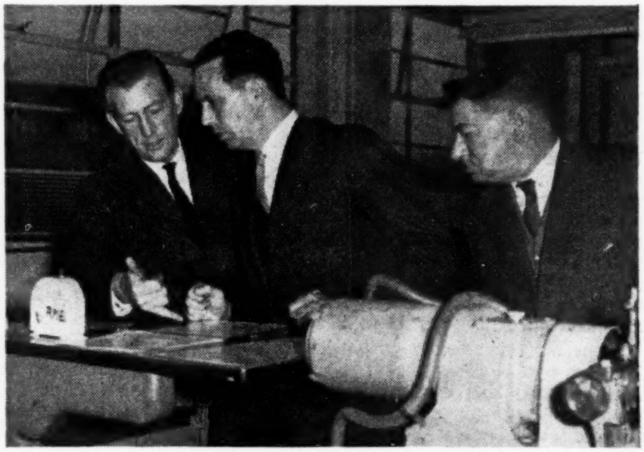
Sir Keith's first call in North Wales was at A.E.I. Hotpoint Ltd., whose export orders have doubled in twelve months. More than 62.5 per cent. of their total production is exported.

At Quinton Hazell Ltd., manufacturers of motor vehicle spare parts, Sir Keith was told that more than 70 per cent. of their production was exported to 104 world markets.

Among the territories which J. K. Smit and Sons (Diamond Tools) Ltd. export some 45 per cent. of their total production are included South America, Europe, South Africa, and the Middle and Far East. The company manufactures diamond drilling bits for oil and mineral fields and civil engineering and abrasive tools.

Manufacturers of optical, ophthalmic and radiation shielding glass, Chance Pilkington Optical Works at St. Asaph have increased their export orders 125 per cent. since they first began exporting in 1958. Their total exports are almost 20 per cent. of their production.

Loading of Austin Sprite cars at Gladstone Dock, Liverpool, for export.



Mr. W. S. Storey (*left*), chief technical manager, explains a point to Sir Keith Joseph (*centre*), and Mr. N. S. W. Ashwanden, Deputy Regional Controller, London and South East Region, Board of Trade, during a visit to the St. Mary Cray, Kent, factory of Coates Brothers Inks, Ltd.

Other factories to be visited by the Minister in the immediate future are:

HAWICK:

February 27: Wilson and Glenny Ltd., Barrie and Kersal Ltd.

The Minister will also speak at the South of Scotland Chamber of Commerce at Hawick.

GALASHIELS:

February 27: J. Gladstone and Co., Ltd.

GLASGOW:

February 28: William Collins, Sons and Co. Ltd.

KILMARNOCK:

February 28: Glenfield and Kennedy Ltd.

Sir Keith will speak at a luncheon of the Kilmarnock and District Chamber of Industries. Late in March the Minister will visit Norwich, not Northwich, Cheshire, as stated in last week's *Board of Trade Journal*.

Sir Keith Joseph attended the annual banquet of the British Chamber of Commerce in Brussels on Tuesday evening. This is the oldest of British Chambers of Commerce overseas, and its annual banquet is always a notable event, attended by Belgian Cabinet Ministers and other prominent figures, both British and Belgian.

Review of Monopolies and Restrictive Practices Legislation

IN THE DEBATE in the House of Commons on February 14, on the growth of private monopoly in Great Britain, the President of the Board of Trade said that he had already put in hand in his department a comprehensive review of the Government's present policy on monopolies and restrictive practices. He added that the stage had now been reached in this inquiry when it would be helpful to receive the views of trade, of both sides of industry and of consumers and other interests on any subjects covered by the review. Anyone wishing to submit a statement to the Board of Trade in connection with this matter should write to the Assistant Secretary, Industries and Manufactures Department (Division 2), Board of Trade, Horse Guards Avenue, London, S.W.1.

Notes

1. The following is an extract from the President's speech:

> 'I had already decided last year that as five years had passed since the 1956 Act the time had come to put in hand in my Department a comprehensive review of our monopolies and restrictive practices policy. This review will cover all aspects of the matter and will provide a basis on which the Government can reach conclusions about the need for, and the scope of, any amending legislation on the subject.
>
> 'The review is making good progress, but the subject is complex, and I doubt whether the results will be ready before the end of the year. It has reached the stage when it would be helpful to have from industry and from other interests concerned statements of their views on any subjects covered by it. I therefore intend to publish very shortly an invitation to interested parties to submit written statements of their views to the Board of Trade. I hope very much that bodies representing trade, both sides of industry, consumers and other interests, will take advantage of this invitation.'

2. Part I of the Restrictive Trade Practices Act, 1956, requires restrictive agreements relating to the production, supply or processing of goods in this country to be registered with the Registrar of Restrictive Trading Agreements. The Registrar is required to refer these agreements to the specially constituted Restrictive Practices Court. The agreements are presumed to be against the public interest unless they can be justified, to the satisfaction of the Court, in terms of Section 21 of the Act. (The boilermakers, the black bolt and nut manufacturers and the cement manufacturers established that all or some of their restrictions were not contrary to the public interest.)

3. Part II of the 1956 Act prohibited the collective enforcement of resale price maintenance but made specific provision for individual enforcement by legal proceedings. Resale price maintenance has already been the subject of a separate Board of Trade inquiry; this is now under consideration.

4. Part III of the 1956 Act amended the Monopolies and Restrictive Practices (Inquiry and Control) Act, 1948, so as to confine the activities of the Monopolies Commission principally to consideration of single firm monopolies and export agreements. (The latter have to be notified to the Board of Trade.) References made to the Commission since 1956 have related to fertilizers, cigarettes and cigarette machinery, electrical equipment for motor cars, solus petrol sites and wallpaper. There have been no export references.

5. As the subject is complex, it is doubtful whether the review can be completed before the end of this year.

Middle East Export Promotion Tour a Success

AS PART OF the general campaign to increase British exports, the Board of Trade, with the support of the Advisory Council on Middle East Trade, arranged a short while ago for three senior commercial officers from British Embassies in the Middle East to participate in an extended export promotion tour of Britain and Northern Ireland. Detailed reports on the tour have now been received, and it is clear that industry generally regards the exercise as a success.

In the six weeks' period from mid-October to late November, the three officers – Mr. W. P. Cranston, Economic Counsellor at Kuwait, and Mr. D. M. Kitching and Mr. C. W. Wallace, First Secretaries (Commercial) at Khartoum and Baghdad respectively – travelled as a group to most of the major industrial centres in Britain to tell businessmen of the opportunities which exist for their goods in the Middle East generally, and in Kuwait, the Sudan and Iraq in particular. In the course of the tour some 1,000 businessmen saw one or more of the officers, just under one-half of them at private interviews. Many of their firms had not previously exported to the Middle East. A dozen major meetings of Chambers of Commerce and a few smaller gatherings of trade and professional bodies were addressed by all three officers.

The exercise featured a somewhat new technique in export promotion. Prior to the tour fifteen market surveys detailing the opportunities for selected groups of commodities were sent to a total of 5,000 manufacturers of those goods. The commodity groups selected were either those for which there is a substantially unsatisfied local demand or for which openings can be found by British exporters, or those which are being sold more successfully locally by our competitors. The surveys, which usually contained an appreciation of our competitors' goods and details of their prices, were circulated to industry under cover of a personal letter from Board of Trade Regional Controllers, inviting firms to apply for interviews with the appropriate commercial officer, and thus to obtain first hand information about the markets. These letters and surveys produced a most satisfactory response from manufacturers. Industry's general reaction to the tour suggests that it was a most useful exercise. Firms rightly saw the campaign as a logical addition to general exhortation, and many manufacturers new to the export trade may thus have been brought to the point of actually making the effort to export. Many agency inquiries have resulted from the tour and some, at least, of these inquiries should lead to a worth-while increase in business.

At their joint meetings with industrial and trade bodies, the officers drew attention to Britain's falling share of an expanding Middle East market and stressed the need for improved salesmanship and greater efforts on the part of British exporters. It is apparent that greater attention must be paid to ensuring that price, design and presentation meet the special requirements of local demand, that credit terms are competitive, that delivery dates are rigidly adhered to, and that the supply of spares and servicing arrangements are efficient. Above all, personal contacts and confidence must be developed by regular visits to the area by representatives of the right calibre, able to make decisions on the spot.

New E.C.G.D. Facility for Capital Goods Exports

THE PRESIDENT was asked in Parliament on Monday whether he would now take action to increase the percentage of Export Credits Guarantee Department cover in the case of longer-term contracts.

In reply, Mr. Frederick Erroll (who is also responsible for the Export Credits Guarantee Department) announced an additional E.C.G.D. facility being offered forthwith to policyholders selling on three or more years' credit.

'The percentage of the price covered by E.C.G.D.', he said, 'has been progressively raised to the present level of between 85 and 95 per cent., and already compares favourably with that offered by any credit insurer overseas. In future this percentage may be increased to the full 100 per cent. on insured transactions involving three or more years' credit once they have run satisfactorily for two years from date of acceptance. This will apply to existing or future contracts, whether covered under Comprehensive or Specific policies.

'No charge will be made for the extra cover, and the endorsements extending the cover will be issued at E.C.G.D.'s discretion at the two-year point. It is intended to provide the facility – to be known as the Full Percentage Facility – wherever E.C.G.D.'s experience is satisfactory up to that point, both in the relations between buyer and seller and in E.C.G.D.'s general experience in in the market concerned. In such cases the exporter will be sure of receiving payment in full, provided that he plays his part in any necessary recovery action if things do go wrong. Markets for which E.C.G.D. is withholding cover on new business or is operating a specially-reduced percentage of cover will be excluded.

'It is hoped that this will be of assistance to exporters obliged to sell on lengthy credit terms, more particularly if they are somewhat pressed for finance. Its application in a particular case must of course depend on the form of the arrangements between the individual exporter and his bank for the finance of such business.'

New Address for E.C.G.D. in Edinburgh

THE EXPORT CREDITS Guarantee Department in Edinburgh are moving to larger and better situated offices. From Friday February 23, the new address will be: 108 George Street, Edinburgh 2. The telephone and telex numbers remain unchanged – Caledonian 3004 and telex number 72170.

A Report by the F.B.I. Working Party on Export Incentives

In recent public discussion of Britain's export performance the question of special incentives to exporters has been given particular prominence. In October 1961, the F.B.I. set up a Working Party, representative of a range of industrial and commercial activity and of firms of all sizes, to consider the matter. Parts I 'General Considerations on Incentives' and VII 'Conclusions and Recommendations' are given below. Other sections are II – Past Policy and International Agreements; III – Incentives used by Other Countries; IV – Taxation; V – Credit; VI – Government Services; Appendices. The Report was published on February 21.

THE CASE for incentives derives from the need to increase the national income from exports of goods and services to balance the cost of imports and other overseas payments in the way of defence, interest, net investment and aid to under-developed countries. If this balance is not achieved then apart from such easement as might be obtained from reducing overseas commitments other than in respect of goods and services the standard of living at home must fall. That this has again been in imminent danger was evidenced by the pressure on sterling last year.

It is claimed that under conditions of high taxation at home and intense competition abroad there is little commercial inducement to strive to increase exports in the face of the efforts and hazards inherent in this trade. We have sympathy with this view but we feel that it must be considered in proper perspective.

While we are sure that firms engaged in the export trade are conscious of the vital part which this section of their business plays in the national economy we do not think that this is – for the generality – the determining motive in entering or remaining in that trade. Export is undertaken with a view to expanding a business. It does not follow that it would have been possible to expand to the same extent – or at all – in the home market particularly if others in the same line of business adopted a similar view. Moreover the value of export business to a particular firm cannot be judged wholly on the criterion of an export margin arrived at on the basis of selling price less the appropriate proportion of direct and indirect cost of production. Regard must also be paid to the effect on the home margin if the export business were lost; this arises from the contribution of the additional output to reducing overall unit costs.

Consequently we believe that the basic impetus to export continues despite the adverse circumstances to which we have referred, and we have tried to bear in mind that there is a distinction between steps which would increase the volume of exports and steps whose effect might simply be to increase export margins without necessarily affecting volume to a significant degree. In saying this we have not overlooked the position of firms with a relatively small proportion of export trade who may feel that the frustrations encountered do not warrant its continuance.

Alternative Approach

It seems to us that the general economic policy of the Government is the biggest single factor bearing on the export situation. The agitation for special incentives to export would lose much of its force if trade in general could be carried on in a climate where the conduct of commerce was less subject to a high rate of taxation and especially in a form with an unfortunate and immediate impact on production costs (e.g. the recent duty on heavy oils); to high interest rates; and to constant and disturbing alterations of policy in regard to the extent of capital investment and the level of home demand. Each time the country runs into balance of payment difficulties action is taken on the now familiar lines of protecting the £ sterling by measures designed to restrict internal investment and consumption. These measures inevitably react to the detriment of exports by curtailing the necessary base of domestic trade and increasing the cost of exports. We recognise that such steps may well have been inevitable in the circumstances, but we consider that the time is overdue to find some alternative approach to our chronic economic problems which will strike at the basic causes giving rise to them.

We think it clear, therefore, that the primary solution to the country's export problem lies in the pursuit of sound and stable policies for the economy as a whole. The question arises, however, whether incentives directed only at the expansion of exports would be a useful temporary solution or indeed an additional long-term solution.

The essential argument in favour of incentives is that they would operate to reduce the exporter's costs (including for this purpose, taxation) and enable him either to lower his prices or increase his profitability or both, and so encourage a higher volume of exports.

It will be appreciated that export incentives are discriminatory in that they are designed to favour the exporter at the expense of other sections of the community. Their cost has to be borne in the form of increased taxes or charges of one sort or another bearing on the profits derived from the trading in the home market and on the incomes of the general public. In these circumstances, if incentives are to be adopted, they must be supported by a clear demonstration of net national advantage.

It will be realised that it would be impracticable to attempt to confine incentives to particular industries or classes of exporters. The incentives would have to apply over the whole export field and would accordingly be given at one end to those who in fact need no further incentive and at the other to those whose need derives from inefficiency. This involves a danger of achieving only a marginal increase in exports at a disproportionately high cost and of blunting the normal pressure to expand exports by improving methods of production and selling.

Increased Total Output

Unless there was a consequent increase in the total national output, a system of export subsidies would tend to defeat itself by bringing about an increase in imports to fill a vacuum in the home market created either by a shortage of goods or a rise in domestic prices. This situation would be most likely to arise if the labour force and/or production facilities were already fully employed. It is of course true that this situation, if it arose, could be corrected by the imposition of import restrictions but these would themselves be inimical to the promotion of international trade.

There remains an overriding consideration of great practical force bearing on the use of subsidies. Subsidies are provocative of retaliation and since the proportion of export to the gross national product in this country is unusually high, a competitive race on subsidies would be likely to be more costly to Britain than to the majority of its competitors. Much of the argument in favour of subsidies in Britain arises from a belief that British exporters are in fact already at a substantial disadvantage in the matter of subsidies. We believe that it will be apparent from the factual review in a later section that the policy of seeking international agreements against the use of subsidies has achieved a wide measure of success and that practices which infringe these are not at all prevalent.

We have found that the greatest problems in the field where incentives are employed of a nature not proscribed or not clearly proscribed by international agreements. These arise mainly in the spheres of indirect taxation and credit facilities.

When considering the relative position of British and foreign exporters from the standpoint of the effect of taxation on their efforts it is of the first importance to appreciate that there is a wide variation in the fiscal systems operated in different countries which makes true comparison a matter of great complexity. So far as we can judge no country which is a party to the main GATT Declaration gives any subsidy by way of remission of direct taxes or social charges calculated in relation to exports. On the other hand prac-

F.B.I Report on Export Incentives (*Continued*)

tically all, including the United Kingdom, grant exemption from or allow refund of certain indirect taxes in relation to exports. It is therefore necessary to consider both the ratio of direct to indirect taxation and the relative extent of exemption or remission of the latter.

In so doing account has to be taken of differences of approach to such matters as financing the cost of social security and agricultural support. In the United Kingdom a large part of the cost of social security is met from general Exchequer revenues whereas in most Continental countries this is financed to a much greater extent from specific contributions levied on industry. In this country support to agriculture is given by subsidies from the Exchequer thereby keeping down the cost of living at the expense of higher direct taxation. In many other countries the policy is to impose tariff protection and to allow the cost of support to be reflected in the prices paid by the consumers of agricultural produce.

Furthermore there are important differences in the nature and scope of indirect taxes in various countries. (For example sales or turnover taxes in many countries embrace a much wider range of goods and services than the more selective purchase tax in the United Kingdom.) In general, we are seriously concerned whether the differences in the proportion of direct to indirect taxation and more particularly in the form and range of the latter may react to the detriment of British exporters as giving their competitors in some countries a more broadly based incentive to export. This subject is discussed in a later section of this report.

Availability of Credit

In the field of credit we do not consider that British exporters are currently under any real disability compared to their counterparts in other countries in regard to either availability of credit or insurance of credit risks. On the other hand, there is no doubt that some overseas competitors have some advantage over the British exporter at the present time so far as the cost of export credit is concerned. This has, however, been sensibly lessened by the new arrangements recently announced by the banks and insurance companies.

Such disadvantage as remains for the British exporter is in part due to the effect of official monetary policy in this country resulting in generally higher interest rates and in part to the fact that the central banks or Government sponsored institutions in some countries are prepared to offer somewhat more favourable rates to exporters than for domestic credit. It is not clear whether such action by the institutions in question is contrary to the GATT undertakings in regard to Government subsidizing of credit charges. We recommend that this aspect be studied by H.M. Government with a view to arriving at agreement internationally that preferential interest rates for exporters should not be operated by central banks or institutions where these are controlled by Governments. Our views on steps to improve the position of British exporters and on the facilities recently announced by the banks and other leading institutions are set out in full in a later section of the report.

There are certain questions which we do not discuss in the detailed sections of our report. The first concerns a matter on which we neither have direct evidence nor think that such evidence would be easily obtainable. This is the suggestion that in some countries exporters may be encouraged to obtain orders abroad at uneconomic prices by receiving domestic orders on specially favourable terms from Government or Government sponsored institutions. This belief is held quite strongly in some quarters but we have no means of examining it further. If such practices do exist we regard them as completely contrary to fair commercial dealing and recommend that they should be prohibited by international agreement. While admitting that breaches of such an undertaking might be difficult to ascertain we think that the undertaking would be useful as a general deterrent and is indeed in keeping with the provisions of the Treaty of Rome governing the principles of trading within the Common Market.

This matter is to some extent akin to the suggestion made in some quarters that in the United Kingdom the publicly owned corporations should conduct their buying policy to favour suppliers with a good or progressive export record. We consider that this proposal also is contrary to sound commercial practice which these bodies are constantly urged to follow. Moreover such a system could lead to the general undermining of reasonable export prices by firms to whom the obtaining of the domestic orders was of prime importance.

Next there is the matter of loans from one Government to another which are conditional upon the loan being applied in whole or in part to the purchase of goods in the lending country irrespective of competitive factors in the way of price, delivery or quality of these goods. This practice which is pursued by several countries, including the U.K. but notably by the U.S.A., is clearly a form of incentive to export although it would no doubt be defended on the grounds that it represented aid to under-developed territories. We can only express the view that to make aid conditional on such terms is not in the best long term interests of the territory in question nor of the sound development of international trade. The same objection could not be taken if the loan merely involved a preference on level terms.

We have also given some thought to the effect on British exports of some aspects of the development of secondary industry in countries which are largely dependent on production of primary products. This development is frequently supported by the policy of giving high tariff protection to encourage domestic industrial production and may ultimately be followed (as in Australia and Eire) by subsidizing the export of those goods. We consider that the desire of such countries to broaden the base of their economics has to be accepted and while the protective policy may reduce the volume of goods previously exported from Britain it may also create a market for other British products, notably capital goods. The subsidizing of exports remains nonetheless objectionable, and while it may be tolerable on the principle of *de minimis* for the time being, the position will have to be watched with care.

Favourable Economic Climate

By way of conclusion to this general survey, we are firmly of opinion that export incentives from Government funds should be avoided as representing artificial assistance to which it would ultimately be difficult to set bounds. It engenders competition on other than truly economic grounds and could thus lead to a transfer of the responsibility for the conduct of commerce. We believe that much could and should be done by the Government to create a favourable economic climate for exports. But beyond certain generally accepted practices such as official help in the general promotion of trade, we consider that monetary assistance to exports by Governments on a discriminatory basis is undesirable. We believe therefore that H.M. Government should continue to support the international undertakings prohibiting such practices; that they should seek with international co-operation the abolition of such subsidies as remain in use overseas; and that they should attempt to strengthen the international undertakings both as regards the adherence of further signatories and as regards subsidies not as yet clearly prohibited.

At the same time, we believe that the adoption of the recommendations and suggestions in this report would remove certain disabilities to which, in our view, the British exporter is or may be subject. We think it not out of place to add that industry must continue to exert every effort to attain the highest degree of efficiency in matters within its own control and to produce the type of goods wanted in overseas markets, backed by the salesmanship and promotion called for under today's conditions.

Conclusions and Recommendations

We now summarize the conclusions reached and the recommendations made in the course of this report.

Conclusions.

The conclusions we have reached are as follows:

(i) The primary solution to the country's export problem lies in the achievement of sound and stable policies for the economy as a whole.

(ii) The introduction of government financed export incentives in this country is undesirable.

(iii) The policy of seeking international agreements against government financed export incentives has had a wide measure of success. The use of these by other countries is confined to a few isolated cases.

(iv) H.M. Government should seek through international co-operation the abolition or limitation of the government financed export

(*Continued on next page*)

F.B.I. Report on Export Incentives (*Continued*)

incentives remaining in use overseas.

(v) In the field of taxation, no signatory to the main GATT Declaration gives a remission of direct taxes to exporters. Among major industrial countries this practice is confined to Japan.

(vi) The present pattern of distribution of taxation and the type and scope of indirect taxes under the U.K. fiscal system are not necessarily the most suitable for the encouragement of exports.

(vii) In the field of export credit, British exporters have no special problems as regards the availability of credit.

(viii) As regards credit costs, British exporters are at some disadvantage compared with some competitors on short-term funds but are now in a generally comparable position on medium and long-term funds, except where competitors benefit from government subsidized rates.

Recommendations on International Policy.

In the light of these conclusions, our recommendations are as follows:

(i) H.M. Government should continue to adhere to its existing international undertakings on export incentives.

(ii) In cases of infringement of international undertakings by other signatories, H.M. Government, in co-operation with other countries, should make vigorous efforts to ensure compliance.

(iii) As regards government subsidized credit for exporters, H.M. Government should clarify whether this practice is prohibited under existing undertakings and, if not, should seek an agreement prohibiting it.

(iv) As regards Japan, H.M. Government should seek the abolition of subsidies in its negotiations for a commercial treaty and, in default of satisfactory assurances, should not conclude this treaty.

(v) As regards Australia and Eire, having regard to the special considerations which apply, H.M. Government should make representations for the restriction of the use of subsidies to its existing level and for its eventual abolition.

(vi) H.M. Government should continue to seek the simplification of international export formalities.

Recommendations on Home Policy.

Our recommendations on measures to assist exports are as follows:

(i) H.M. Government should make an urgent study of the fiscal system with the object of determining whether the export effort could be assisted by changes in the present pattern of distribution of taxation and in the type and scope of indirect taxes, having due regard to the question of the harmonization of the U.K. tax system with those of the Common Market countries.

(ii) H.M. Government should pursue policies designed to provide a lower and more stable interest rate structure and should lessen its reliance on changes in Bank Rate as a means of controlling the economy.

(iii) An extension of the facilities for re-financing export bills with the Bank of England should be considered if any shortage of bankers' credit for medium term exports should develop.

(iv) U.K. taxes on earnings of branches abroad and on dividends from subsidiaries abroad should not be wider in scope than those levied by other countries.

(v) H.M. Government should consider the modification of the ECGD concept of 'acceptance' of goods by the buyer to enable the ECGD Bankers' Policy to become available before shipment.

(vi) H.M. Government should in certain directions improve existing government promotional services for exports.

Copies of the Report of the Working Party under the chairmanship of Sir Archibald Forbes may be obtained from Federation of British Industries, 21 Tothill Street, London, S.W.1. (Telephone: Whitehall 6711.) Price 10s.

F.B.I. Inquiry on Export Trends

The results of the F.B.I.'s Thirteenth Inquiry into Industrial and Export Trends were published last week, based on returns made by 716 respondents, and covering the four months October to January 1962, inclusive.

Western Hemisphere Exports Council Appointment

MR. L. P. F. L'ESTRANGE, seconded from the Foreign Office, has been appointed an Executive in the Latin American Division of the Council. Prior to his secondment he was First Secretary (Commercial), Lima, Peru, and previously served in Venezuela, Central America and the Philippines.

Wool Disposals

THE BOARD OF TRADE announce that, during the year beginning April 1, 1962, they hope, by continuing sales at the same rate as in recent years, to dispose of all the wool remaining in the stockpile. Sales will, as usual, be made at the London Auctions and will be carried out on the Board's behalf by the British Wool Federation.

Parliamentary Secretary Meets Deputation from Ardrossan, Saltcoats and Stevenston

MR. NIALL MACPHERSON, Parliamentary Secretary, Board of Trade, and Mr. R. C. Brooman-White, Joint Parliamentary Secretary, Scottish Office, received a deputation on February 19, introduced by Sir Fitzroy Maclean, M.P., of the Provosts of Ardrossan, Saltcoats and Stevenston, the Chairman of the Ardrossan Industrial Trades Council and the Ayrshire Deputy County Planning Officer.

The deputation expressed their serious concern over the present rate of unemployment in their area and the possible further loss of jobs. They urged that the Government should do everything practicable to encourage the introduction and expansion of industry in order to provide extra employment for both men and women. The deputation emphasized the attractions of their area for industrialists including the availability of skilled workers and suitable sites.

Mr. Macpherson assured the deputation that the Board of Trade would continue to encourage industrialists to consider the area for new development. The Board had already provided a factory which they were now extending, and had offered financial assistance to other projects which would provide a substantial number of new jobs in the next few years. There were now in fact some 1,700 jobs in prospect locally. The area was qualified for all the facilities available under the Local Employment Act, and the Board would welcome further applications for help for projects likely to provide continuing employment – whether by way of financial assistance or by providing factories to meet the requirements of incoming industrialists.

Liberalization of Pharmaceuticals and Baskets

THE BOARD OF TRADE announce that control is being removed from imports of baskets and basketware of wicker, cane, or willow from the Relaxation and Dollar Areas and from Japan, and from imports of pharmaceuticals from the Dollar Area. The Open General Import Licence will shortly be amended to give effect to these liberalization measures.

Notes:

1. These further measures of liberalization are taken in accordance with Britain's policy of removing artificial barriers to trade.

2. The only industrial items still subject to control from the Relaxation and Dollar Areas (other than those which are recognized internationally, such as arms and ammunition and radio-active substances) are coal, certain jute manufactures and watches costing less than £5 c.i.f. and, from the Dollar Area alone, large aircraft. These all present special problems which will take time to resolve.

3. It is not expected that these liberalization measures will result in any significant increase in Britain's total import bill. Imports of baskets and basketware, of wicker, cane or willow, from the Dollar and Relaxation Areas and of Dollar pharmaceuticals have been subject to control since the war. For the former goods there has been a global quota, progressively increased each year, which, in the calendar year 1961, was £320,000. Dollar pharmaceuticals have been freely licensed over the past few years.

4. The principal countries from which imports of baskets have been made are the Netherlands, Yugoslavia and Hong Kong. Imports from the latter have not been subject to control.

5. The tariff on baskets and basketware of wicker, cane or willow and on pharmaceuticals remains unaltered.

6. These goods are still subject to licensing control from the Eastern Area (Soviet bloc and China).

7. The Dollar Area consists of:
Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America, Venezuela.
The Relaxation Area comprises all countries other than those of the Dollar Area, the Eastern Area, Japan and the Sterling Area.

8. The Open General Import Licence is being amended and consolidated. The existing licence will be revoked as a matter of general convenience and a new one will be issued, copies of which will be available shortly from H.M. Stationery Office, Kingsway, London, W.C.2, and branches.

Application for Removal of Import Duty on Pancreas Glands

THE BOARD OF TRADE give notice that they are considering an application for the removal of the import duty on pancreas glands for pharmaceutical use.

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than March 9, 1962.

Proposed Long-term Arrangement for Cotton Textiles

THE *Board of Trade Journal* reported last week (see page 337) that the GATT Cotton Textiles Committee had drawn up a long-term arrangement for cotton textiles, intended to come into operation on October 1, 1962, for five years. This arrangement has been submitted to governments for their acceptance. The text was released in Geneva on Friday, February 16, and copies may be obtained from the Executive Secretary, GATT, Villa le Bocage, Palais des Nations, Geneva, Switzerland, or from the Librarian, Board of Trade, Horse Guards Avenue, London, S.W.1, or from the Board of Trade Regional Office, 76 Newton Street, Manchester. The broad purpose of the arrangement is to ensure the orderly development of trade in cotton textile products, so as progressively to increase export possibilities, particularly for less-developed countries and territories, while at the same time avoiding disruption of markets in importing countries.

It provides that when imports into a participating country cause or threaten market disruption, that country may request the exporting country concerned to consult with a view to avoiding the disruption. If no agreement is reached on how this should be done, the importing country may restrict the products concerned to the level of imports in the first twelve of the preceding fifteen months. This level must be increased by 5 per cent. for each subsequent year in which the restrictions continue, but, in exceptional circumstances, the importing country may defer the 5 per cent. increase until the third year. There are also provisions for increases in the quotas of those countries which still maintain import restrictions against cotton textiles.

So far as the United Kingdom is concerned, a procedure was agreed to under which countries whose cotton textiles had substantially contracted over the past ten years, and which were importing a substantial volume of cotton textiles in relation to their own production, might accept the arrangement but reserve their right not to increase quotas or to afford the 5 per cent. increase in cases of disruption.

Drawback Application on Imported Wooden Veneer Sheets and Sheets for Plywood

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on imported wooden veneer sheets and sheets for plywood when used in the manufacture in this country of 'improved wood' in sheets or panels and 'improved' wood fish plates for rail joints for export.

Interested parties wishing to make representations should do so in writing to the Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than March 8, 1962.

Explanatory Note to Chapter 44 of the Customs and Excise Tariff

Note 3

In this chapter, the expression 'improved wood' means wood which has been subjected to chemical or physical treatment (being, in the case of layers bonded together, treatment in excess of that needed to ensure a good bond), and which has thereby acquired increased density or hardness together with improved mechanical strength or resistance to chemical or electrical agencies.

Export of Non-Ferrous Scrap, Wastes and Residues

THE BOARD OF TRADE are prepared to consider applications to export some copper scale based on the amount the applicant held on January 31, 1962.

All applications for export licences should be sent to the Export Licensing Branch, Board of Trade, Gavrelle House, Bunhill Row, London, E.C.1, to arrive on or before February 28, 1962. They must be accompanied by a statement, certified by the applicant's auditors, showing the total stock of this material held on January 31, 1962.

Inquiries concerning this notice should be addressed to the Engineering Industries Division, Branch 3(b), Board of Trade, Horse Guards Avenue, Whitehall, London, S.W.1. (Telephone: Trafalgar 8855, Extn. 7724.)

Roof-lights for Qatar

Roof-lights made from acrylic sheeting, being packed and despatched from the works of William J. Cox (Sales) Ltd., of Tring, Herts., to the Persian Gulf. This order was completed within 24 hours of receiving an urgent cable requesting roof-lights for use on the new administration block of the Artisans Training Centre in Qatar.

Anti-Dumping Application on Styrene Monomer

THE BOARD OF TRADE give notice that they they are considering an application for the imposition under the Customs Duties (Dumping & Subsidies) Act, 1957, of anti-dumping duties on styrene monomer of tariff sub-heading 29.01 (A) (2) imported from the United States of America and the Federal Republic of Germany. The application may be extended to cover imports from other countries who appear to be dumping.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than March 9, 1962. A statement of the applicant's case will be made available to all interested parties who wish to make representations in the matter if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for a statement of the case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff and Import Policy Division, Board of Trade, Room 3134, Horse Guards Avenue, London, S.W.1.

British Film Fund Agency

THE BRITISH Film Fund Agency has published the following information for the five weeks ended December 30, 1961:

Distributors' earnings submitted:		
High cost films	£422,580	
Low cost films:		
Eligible (after multiplying by 2)	£61,660	
Not eligible for 2 times rental	£12,684	
		£496,924
Films of less than 3,000 feet (after multiplying by 2½)		£53,018
		£549,942
Levy collections paid to Agency by H.M. Customs and Excise to January 6, 1962, approximately covering entertainments to December 30, 1961		£280,900

The Second Interim Allocation for the fifth distribution period will be at the rate of 41 per cent.

Changes in Bankruptcy and Companies Winding-up Rules

THE LORD CHANCELLOR, with the concurrence of the President of the Board of Trade, has made Rules amending the Bankruptcy Rules, 1952, the Companies Winding-up Rules, 1949, and the Deeds of Arrangement Rules, 1925, in order to authorize in each case the use of recorded delivery service as an alternative to registered post.

A number of further minor changes are also made in the Bankruptcy Rules, 1952.

The amending Rules come into operation on March 1, 1962, and have been published as Statutory Instruments 1962, No. 295 (L.3); 296 (L.4), and 297 (L.5).

British Overseas Commercial Representatives' Visits During March to May, 1962

THE FOLLOWING British Trade Commissioners and Commercial Diplomatic Officers are expected to be in this country during March to May, 1962:

AUSTRALIA (Perth)	†A. C. Mummery	Assistant British Trade Commissioner	March	Has also served in India (Bombay and Calcutta).
CANADA (Ottawa)	L. Lightman	British Trade Commissioner	March	In present post since February, 1960.
INDIA (Bombay)	C. A. Holmes	Assistant British Trade Commissioner	March/April	Has served as Assistant Trade Commissioner in the Irish Republic (Dublin).
(New Delhi)	†Miss B. M. M. Durrant	Assistant British Trade Commissioner	May	In present post since May, 1960.
MALAYA (Kuala Lumpur)	†K. B. Barratt	Assistant British Trade Commissioner	From April	Has served as Assistant Trade Commissioner in Singapore.
NIGERIA (Lagos)	J. S. Sadler	British Trade Commissioner	March/April	In present post since November, 1960.
PAKISTAN (Lahore)	†*J. B. Ingram	Assistant British Trade Commissioner	From April	Previously served in Karachi.
FEDERATION OF RHODESIA AND NYASALAND (Salisbury)	G. W. Brazendale, C.M.G.	The Principal British Trade Commissioner	From March	Previously British Trade Commissioner in India (Calcutta).
	*D. M. March	Assistant British Trade Commissioner	From March	On secondment from the Foreign Office. Has served in Germany (Bonn and Hanover).
SIERRA LEONE (Freetown)	†J. L. Beaven	Second Secretary (Commercial)	Mid-April/May	Has previously served in Pakistan (Karachi) and Ghana (Accra).
ARGENTINA (Buenos Aires)	†H. J. Griffiths	First Secretary (Commercial)	From March	Previous service includes Second Secretary (Commercial), Santiago (Chile), and Consul at Boston, United States.
BRAZIL (Rio de Janeiro)	†The Hon. T. E. Bridges	First Secretary (Commercial)	May/June	In present post since August, 1960.
COLOMBIA (Bogota)	†*H. P. K. Franks	Second Secretary (Commercial) and Vice-Consul	April/May	Previously in Consular Service in Mozambique (Lourenco Marques) and Iran (Tehran).
GERMANY (Bonn)	†N. G. S. Beckett	First Secretary (Commercial)	End March/April	Has previously done commercial work in France (Paris), Germany (Frankfurt and Cologne) and Peru (Lima).
URUGUAY (Montevideo)	†J. L. Taylor	First Secretary (Commercial)	May/June	Has served in Vietnam (Saigon), Lebanon (Beirut) and Czechoslovakia (Prague).

* Not returning to post. † First notification in the *Board of Trade Journal*.

British firms and organizations which wish to meet any of these officers to discuss specific export problems or, in the case of Mr. Lightman, to discuss in particular Canadian customs problems, are asked to write for an appointment. It would be helpful if the nature of the problem, in particular the commodities involved, could be stated.

Those firms and organizations which would wish to see an officer *only* if an appointment in their own area could be arranged should contact the appropriate Board of Trade Regional Office or, in Northern Ireland, the Ministry of Commerce, Belfast. Those which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should approach Tours Section, Board of Trade, Horse Guards Avenue, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Lacon House, Theobalds Road, London, W.C.1, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

Patents Endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949, the under-mentioned patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	January 30, 1962	
800,278	Societa Rhodiatoce S.p.A.	Plastic materials having a cellulose triacetate basis.
808,962	Square, D., Co.	Ambient temperature compensated electrical switch.
837,901	Regie Nationale des Usines Renault	Devices for controlling the feed of a tool performing repetition work.
846,127	Regie Nationale des Usines Renault	Method and apparatus for putting and maintaining under pressure, fluid contained in a reservoir.
847,514	Regie Nationale des Usines Renault	Fluid-control valves.
849,365	Power Jets (Research & Development) Ltd.	Manufacture of turbine and compressor blades.
853,108	Power Jets (Research & Development) Ltd.	Combustion system.
853,109	Power Jets (Research & Development) Ltd.	Combustion system.
853,110	Power Jets (Research & Development) Ltd.	Combustion system.
856,274	Regie Nationale des Usines Renault	Fluid control valves.
856,275	Regie Nationale des Usines Renault	Fluid control valves.
	February 1, 1962	
744,904	Meeson, E.	Appliance for slicing tomatoes and other fruits, vegetables or the like.
792,582	Societe Lamex	Method for classifying solid substances by density and apparatus for carrying out said method.
799,341	Stone-Chance Ltd.	Flywheel arrangements.
803,714	Aktiengesellschaft Brown, Boveri & Cie.	Air blast circuit breaker with auxiliary interrupter for parallel resistors.
806,849	Salomon, F. M. M. B.	Apparatus for combating oscillatory movements of structures, for example, ships.
808,758	Frank W. Egan & Co.	Double drum winding machine for continuously winding web material.
825,906	Midland Silicones Ltd.	Skin protective compositions containing siloxanes.

NUMBER	GRXNTEE	SUBJECT-MATTER
	February 8, 1962	
753,682	Parker, L. W.	Intercarrier television receivers.
766,799	Union Special Machine Co.	Sewing machines.
818,417	United States Steel Corporation	Method of continuously applying to steel strip a protective film of lacquer.
833,016	United States Steel Corporation	Self-fluxing synthetic iron scrap.
836,304	Charbonnages de France	Process for the preparation of high-density coke.
874,799	Urlaub, C. A.	Knitted stretch fabric.
	February 12, 1962	
565,986	Evans Medical Ltd.	Treatment of anaemias and other conditions accompanied by debility.
595,111	Evans Medical Ltd.	Manufacture of liver extracts.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting Licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 **within two months** after the date of endorsement.

GORDON GRANT,
Comptroller-General.

The Patent Office.

Visits Overseas by U.K. Businessmen

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice of Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

Overseas Trade in January

UNITED KINGDOM EXPORTS in January were valued at £311·5 million, imports at £402·3 million and re-exports at £12·2 million.

Exports in the last three months, November to January, seasonally adjusted, were 3 per cent. less than in the previous three months, August to October, but the fall was almost entirely due to the reduction in exports of ships from the unusually high level of the earlier period. The greater part of a reduction of 9 per cent. in exports to the sterling area was in ships, but even excluding ships there was a further fall of 4 per cent. in exports of other goods. Exports to Australia, however, continued to recover from the low level to which they had fallen in the middle of 1961. The recovery in exports to North America continued, with an increase of 3½ per cent. on the previous three months, affecting exports to both the United States and Canada. Exports to Western Europe were 1 per cent. down, but this reduction reflects the fall in exports of ships. Apart from ships, there were increases of about 2 per cent. in the total and nearly 5 per cent. to the Common Market countries, little change to other members of the Free Trade Association (including Finland), and a reduction in exports to other Western European countries. Exports to the Soviet Union and Eastern Europe remained below the high levels of mid-1961, but were still about 30 per cent. more than a year earlier. There were increases in exports to Latin America and the rest of the non-sterling world.

The recovery in exports of road vehicles is now showing clearly. In November to January they were 9 per cent. more, seasonally adjusted, than in the previous three months, and 14 per cent. more than in the second quarter of last year, when they reached their lowest level. There was no significant further increase in the last three months in exports of machinery and instruments. Exports of ships were at a much lower level, and aircraft exports were also down. There was little change in exports of textile manufactures, metals, or other manufactures, but a fall in exports in the food, beverages and tobacco group.

Total imports in the three months, November to January, seasonally adjusted, were 1 per cent. less in value than in the previous three months, but 2 per cent. more than in the third quarter of 1961. Compared with the previous three months, there was a reduction of 2 per cent. in imports of food, beverages and tobacco

United Kingdom Trade

A. Recorded Values £ million per month

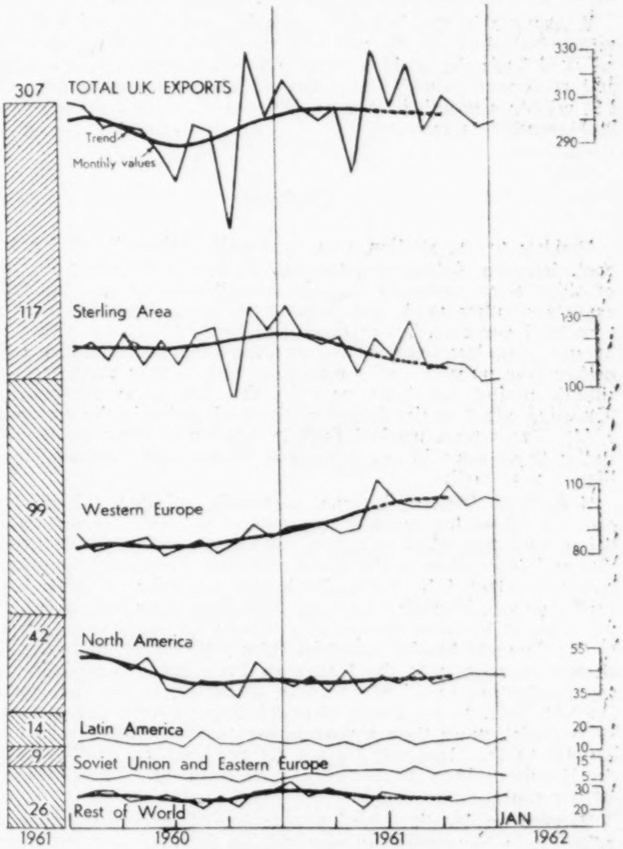
	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1960	296·2	378·4	11·8
1961	306·9	366·5	13·2
1960 4th Quarter . .	302·6	385·0	12·0
1961 1st Quarter . .	312·5	385·3	13·0
2nd Quarter . .	311·3	372·2	13·4
3rd Quarter . .	291·4	347·9	13·5
4th Quarter . .	312·3	360·8	13·0
1961 August . . .	305·2	358·8	13·4
September . .	260·5	343·1	12·5
October . .	319·4	378·0	13·0
November . .	319·4	373·0	12·9
December . .	298·5	338·3	12·9
1962 January . . .	311·5	402·3	12·2

B. Seasonally Adjusted Values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1960 4th Quarter . .	295	389	12
1961 1st Quarter . .	309	385	12
2nd Quarter . .	305	363	13
3rd Quarter . .	309	357	15
4th Quarter . .	304	362	13
1961 August . . .	324	361	15
September . .	297	360	14
October . .	311	378	12
November . .	305	359	14
December . .	297	350	14
1962 January . . .	300	380	12

U.K. EXPORTS : AREAS

Seasonally adjusted £ million f.o.b. per month



	1961									1962
	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.
Sterling Area .	122	107	122	113	129	108	111	110	103	105
Western Europe .	90	91	112	103	101	100	109	101	104	103
North America .	46	37	43	41	46	40	42	45	44	44
Latin America .	14	12	15	16	13	14	15	16	13	15
Soviet Union and Eastern Europe	9	9	10	8	11	9	10	9	8	8
Rest of World .	26	21	28	27	25	25	24	25	25	27
Total . .	306	278	330	307	324	297	311	305	297	300

and a reduction of 2 per cent. in industrial materials, with the fall entirely in basic materials; there was no change in imports of semi-manufactures. Imports of fuels, however, were sharply up, by 11 per cent., and there was also a small increase in imports of finished manufactures, with the arrival of a large ship in November; imports of other finished manufactures were less than in the previous three months. The increase compared with the third quarter of 1961 was mainly in fuels, 10 per cent. up, and the food group, 2 per cent. up; there was no change in imports of industrial materials.

Imports from the overseas sterling area and from North America were less than in the previous three months; imports from the sterling area were also less than in the third quarter. Imports from non-sterling countries were generally at a higher level than in the previous three months, with increases of 3 per cent. from Western Europe (but no increase from the Common Market), 15 per cent. from Latin America and 12 per cent. from the rest of the world, excluding the Soviet Union and Eastern Europe. Imports were in each case also more than in the third quarter of 1961.

Re-exports in the last three months, seasonally adjusted, were rather less than in the previous three months. On a seasonally adjusted basis the trade balance (imports valued c.i.f. less exports and re-exports valued f.o.b.) showed an adverse movement from £42 million a month in August to October to £49 million a month in November to January.

Exports

Exports to the sterling area, seasonally adjusted, fell by 9 per cent. between August-October and November-January; deliveries of ships were unusually high in August-October and the fall in exports of other goods was about 4 per cent. Exports to Australia rose by 5 per cent. but in the *four* months October-January were 12 per cent. less than in the corresponding four months a year earlier (for purposes of comparison with a year earlier, a four-month period has been used in this article to eliminate the distorting effect on the figures of the dock strike in the Autumn of 1960). There were marked falls in exports to New Zealand and India; these were 38 per cent. and 23 per cent. respectively less than a year earlier.

Exports to Western Europe, seasonally adjusted, fell by 1 per cent. in November-January an increase to the Common Market being more than offset by falls to the European Free Trade Association and other Western European countries. These comparisons are, however, affected by unusually heavy deliveries of ships in the earlier period. Exports of goods other than ships rose by about 2 per cent. to Western Europe as a whole; the increase was mainly to the Common Market countries (plus 5 per cent.); there was little change in exports to the European Free Trade Association and some reduction to other European countries. In the four months October-January, exports to Western Europe were £61 million or 17 per cent. more than a year earlier; £39 million of this was in exports to the Common Market, 21 per cent. up and exports to the European Free Trade Association were up by £16 million or 10 per cent.

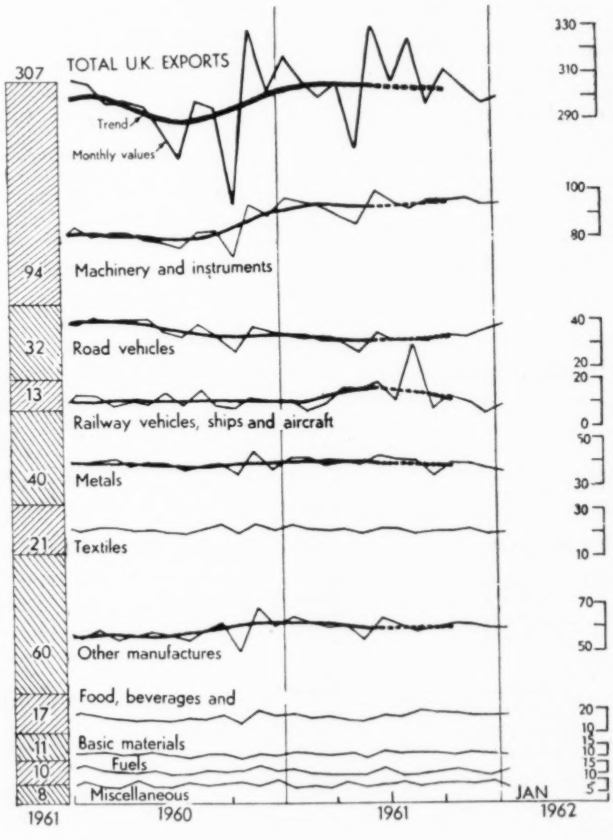
Exports to North America rose by 3½ per cent., seasonally adjusted, in November-January with an increase of 4 per cent. to the United States and one of 3 per cent. to Canada. In the four months October -January, exports to the United States were 12 per cent. more than a year earlier but exports to Canada were down by 4 per cent.

Exports to the Soviet Union and Eastern Europe fell by 17 per cent. in November-January, but were still, in the last four months, 48 per cent. more than a year earlier. Exports to Latin America grew by 5 per cent. in November-January and there was a 4 per cent. increase to other non-sterling countries. In the four months October-January, exports to these two groups of countries were 5 per cent. more and 6 per cent. less respectively than a year earlier.

There was little further increase in November-January in exports of machinery and instruments. Exports of non-electric machinery in the *four* months October-January were 9 per cent. more than a year earlier; they had been 17 per cent. more in the third quarter last year but this reflects a sharp increase at the end of 1960 rather than a fall recently. There were particularly marked increases compared with a year earlier in excavating and earth moving plants and steam engines, but mechanical handling equipment and office machinery exports were down. Exports of electric machinery and apparatus were 2 per cent. more in October-January than in the corresponding four months a year earlier but had been 14 per cent. more in the third quarter; as in the case of non-electric machinery this probably mainly reflects movements in 1960. Exports of electric wires and cables which had been 4 per cent. less than a year earlier in the third quarter were 13 per cent. more in October-January but valves, radio equipment, etc. were only 4 per cent. more than a year earlier in October-January and exports of generators and motors

U.K. EXPORTS : COMMODITY CLASSES

Seasonally adjusted £ million f.o.b. per month



	1961									1962
	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.
Food, beverages and tobacco .	16	15	17	17	19	19	18	17	17	17
Basic materials .	11	9	12	11	12	12	11	12	12	11
Fuels, etc. . .	9	9	12	10	10	10	12	11	10	11
Manufactures .	260	236	279	259	275	248	262	257	249	254
Engineering products . .	139	124	152	136	158	134	142	137	133	140
Machinery and instruments	90	85	100	95	92	95	96	96	94	94
Road vehicles	31	26	34	31	31	31	33	32	36	37
Rly. vehs., ships, aircraft. .	16	15	18	10	35	6	12	9	5	8
Metals and misc. metal mfrs. .	40	38	42	41	40	34	39	39	37	36
Textiles . .	21	19	21	21	20	20	20	21	20	20
Other mfrs. .	60	54	63	61	58	59	61	60	59	59
Miscellaneous .	9	7	8	9	8	8	9	8	10	7
Total . .	306	278	330	307	324	297	311	305	297	300

and of transformers, switchgear, etc., were 13 per cent. and 18 per cent. repectively less. Exports of scientific instruments were 8 per cent. more than a year earlier in October-January. Exports of road vehicles rose by 9 per cent., seasonally adjusted, in November-January. The improvement was clearly due to cars; in October-January, exports were 23 per cent. more than a year earlier whereas they had been down 25 per cent. in the third quarter. Exports of commercial vehicles were less by 6 per cent. in October-January than a year earlier; they had been 15 per cent. more in the third quarter. Exports of ships and aircraft were small in November-January, compared with the previous three months.

Exports of metals, seasonally adjusted, fell slightly in November-January. Allowing for seasonal factors, the recent level of exports of non-ferrous base metals appears to have been maintained and in October-January exports were 15 per cent. more than a year earlier; on the other hand, exports of iron and steel and of miscellaneous metal manufactures which had been 4 per cent. and 1 per cent. less than a year earlier in the third quarter, were 7 per cent. and 11 per cent. less in October-January.

Exports of textile manufactures showed a slight rise in November-January but were 8 per cent. down in the four months October-January compared with a year earlier. There seems to have been a recent improvement in exports of man-made fibre yarns; these were 11 per cent. more than a year earlier in October-January. Exports of wool yarns and fabrics and cotton yarns and fabrics, however, were 8 per cent. and 18 per cent. respectively less than a year earlier; in the third quarter, they had been 3 per cent. and 15 per cent. less. Exports of wool tops, included in the Trade Accounts among Basic Materials were less than a year earlier by 5 per cent. in weight and 3 per cent. in value; in the third quarter, the value of exports had been 13 per cent. more.

Exports of chemicals in October-January were at about the level of a year earlier but exports of rubber manufactures continued to rise and were 8 per cent. more. Exports of paper manufactures were 7 per cent. less.

Exports of food, beverages and tobacco fell by 7 per cent., seasonally adjusted, in November-January. In the four months ended January, exports were 3 per cent. more than a year earlier, about half the improvement being in whisky.

There was little change in November-January, after seasonal adjustment, in exports of basic materials or fuels; these were 19 per cent. more and 5 per cent. less respectively than a year earlier in October-January.

Imports

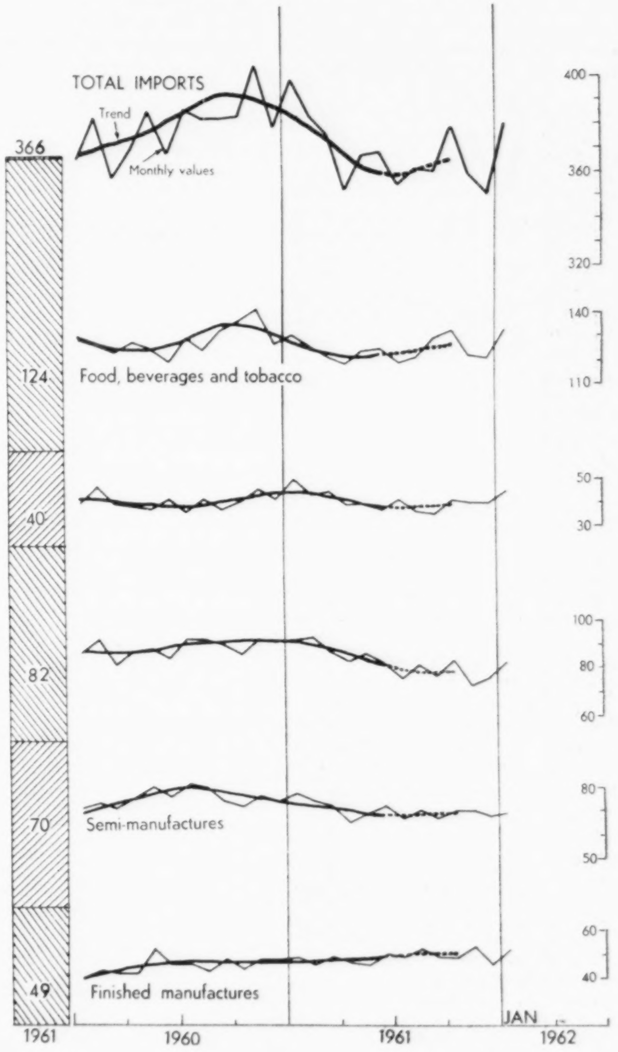
The reduction in imports, seasonally adjusted, of food, beverages and tobacco of 2 per cent. between August-October and November-January seems to have been mainly in tea, alcoholic beverages and tobacco. Imports of fruits and vegetables and cereals seem to have been increasing, apart from normal seasonal movements, during this period. Imports of industrial materials were also 2 per cent. less in the last three months. Imports of basic materials were down 4 per cent., with most of the reduction probably in timber and metal ores; imports of iron ore have been reduced substantially in the last few months. Among semi-manufactures there was a further fall in imports of manufactured timber, cotton fabrics and newsprint, paper and board, offset by increases in non-ferrous metals, especially copper, and iron and steel.

Imports of fuels, almost entirely petroleum and petroleum products, increased sharply. There was a similar increase in the corresponding period a year earlier, and the seasonal pattern may be changing.

A small increase in imports of finished manufactures reflects the arrival of a large ship in November. Imports of machinery and instruments, clothing and other finished manufactures show little change, but there seems to have been some reduction in imports of cars and other road vehicles.

Imports from the sterling area in the last three months were 5 per cent. less than in the preceding three months. Imports from North America made a partial recovery in the second half of 1961. but in the last three months fell half way back owing to a fall of 11 per cent. in imports from the United States; imports from Canada were 7 per cent. more than in the preceding three months. Imports from Western Europe were 3 per cent. up. Imports from the Common Market, which had been rising up to about the third quarter of 1961, have shown a slight tendancy to decline since then. Imports from other members of the Free Trade Association, which had been declining through most of 1961, were 3 per cent. more in the last three months than in the preceding three months; there was also an increase in imports from the other countries of Western Europe.

IMPORTS : COMMODITY CLASSES
Seasonally adjusted £ million c.i.f. per month

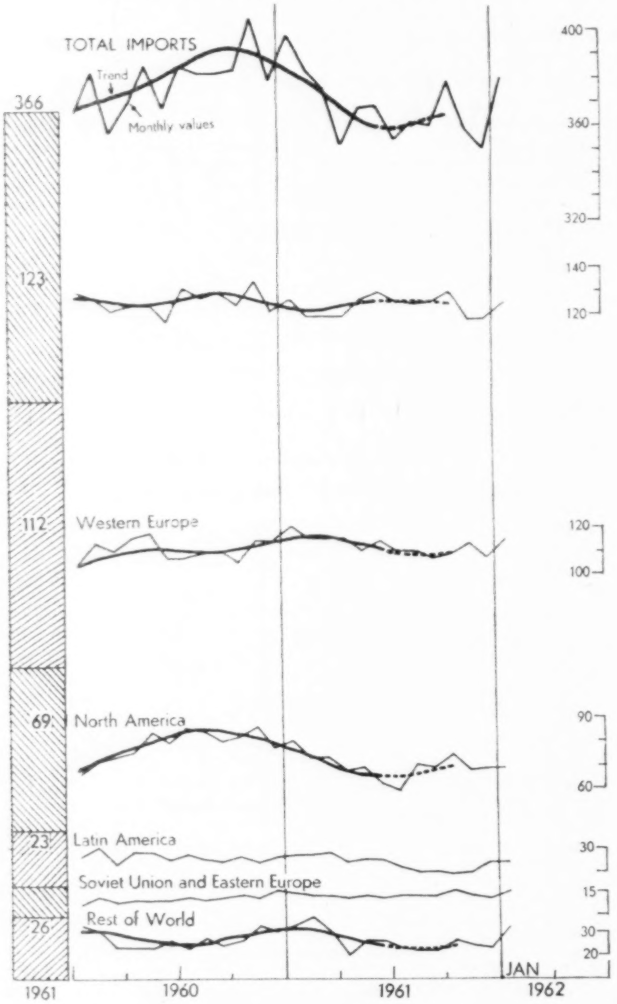


	1961									1962
	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.
Food, beverages and tobacco	118	124	125	119	121	129	132	122	121	132
Basic materials	83	86	82	76	81	77	83	73	76	82
Fuels	39	39	37	41	36	35	41	40	40	45
Semi-mfrs.	65	69	72	67	70	67	70	70	68	69
Finished mfrs.	47	46	50	49	52	49	49	53	46	52
Miscellaneous	1	2	2	2	2	2	1	1	2	2
Total	352	367	368	354	361	360	378	359	350	380

Imports from Latin America increased very sharply, by 15 per cent., but were still more than 10 per cent. less than a year earlier.

IMPORTS : AREAS

Seasonally adjusted £ million c.i.f. per month



	1961									1962
	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.
Sterling Area	119	126	129	125	124	125	129	118	118	125
Western Europe	115	110	114	110	110	107	109	113	107	115
North America	68	69	62	59	70	69	74	68	69	69
Latin America	24	25	25	22	20	20	19	20	24	24
Soviet Union and Eastern Europe	12	13	12	13	13	13	15	13	12	15
Rest of World	20	26	26	23	22	22	26	24	23	32
Total	352	367	368	354	361	360	378	359	350	380

Imports from the Soviet Union and Eastern Europe were less than in the preceding three months and also less than a year earlier, but imports from the rest of the non-sterling world increased by 12 per cent., although, as in the case of imports from Latin America, they were still over 10 per cent. less than a year earlier.

The marked increase in imports between December and January is probably no more than the ordinary month to month fluctuation, which itself varies in range, and on this occasion was rather larger than usual. This impression confirmed by the charts; although the change in the total was larger than had occurred in the last few years, especially if fluctuations due to dock strikes are discounted, none of the individual commodity categories, and imports from none of the main areas, show an unusually large rise, with the possible exception of imports from the 'rest of the world'; the increase here seems to reflect mainly heavy arrivals of oil from the non-sterling Middle East.

The tables below the charts show the seasonally adjusted figures only for the last ten months. Figures for earlier periods can be supplied. Application should be made to the Board of Trade, Statistics Division (seasonal adjustment), Room 453, Lacon House, Theobalds Road, London, W.C.1.

Detailed particulars of United Kingdom imports, exports and re-exports were published on February 22* and further analysis of the figures will be found in the form of tables in the Monthly Report on Overseas Trade for March† due to be published on or about March 22.

* Accounts relating to Trade and Navigation of the United Kingdom, 1962, H.M. Stationery Office, price 22s. 6d. (by post 23s. 5d.).

† Report on Overseas Trade published by H.M. Stationery Office, price 3s. 6d. (by post 3s. 10d.). Annual subscription £2 6s.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for companies seeking export business can often be obtained for suitable news items through the Central Office of Information, which collects material from industry for distribution overseas through the Government Information Services. C.O.I. is interested in Press and magazine material, films and tape recordings for radio stations. Contact should be made with the appropriate Regional Office at the addresses given below:

NORTHERN: Mr. J. White Shand, Prudhoe House, Prudhoe Street, Newcastle-upon-Tyne, 1. (Newcastle 28543.)

EAST & WEST RIDINGS: Mr. T. J. Hunt, 42 Eastgate, Leeds, 2. (Leeds 30474 – Telex 55119.)

NORTH MIDLAND: Mr. D. de M. Guilfoyle, Sherwood Buildings, South Sherwood Street, Nottingham. (Nottingham 46221.)

EASTERN: Mr. P. L. K. Schwabe, Block D, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58951.)

LONDON & SOUTH EASTERN: Mr. M. F. Hackett, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8.)

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122.)

SOUTH WESTERN: Mr. S. J. Fletcher, 30 Tyndalls Park Road, Bristol, 8. (Bristol 37026/7.)

MIDLAND: Mr. R. Dean, King Edward Buildings, 205 Corporation Street, Birmingham, 4. (Central 7234/9 – Telex 33376.)

NORTH WESTERN: Mr. G. Mould, Coronation House, 1 New Brown Street, Manchester, 4. (Blackfriars 2286 – Telex 66199.)

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Edinburgh Waverley 2501.)

ULSTER OFFICE: Director of Information, Government Information Service, Stormont, Belfast. (Belfast 63210.)

WELSH OFFICE: Mr. Idris Evans, 42 Park Place, Cardiff. (Cardiff 30441 – Telex 49327.)

REPRINTS OF ARTICLES

Reprints from the Board of Trade Journal, **which should be ordered within one week of publication,** *cost* £1 10*s.* 0*d. per page (or part) for 250 copies. (Larger quantities will be supplied at a charge of* 3*s.* 6*d. per page for each additional* 125 *copies). Orders and remittances for reprints should be addressed to the Director of Publications (P.2), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1. Cheques should be made payable to H.M. Paymaster-General. Information regarding Subscriptions, Editorial Communications and Advertising in the* Board of Trade Journal *will usually be found on the first page.*

Production of Cars and Commercial Road Vehicles in January

THE FOLLOWING table shows figures of production of road vehicles for periods up to and including January, 1962, and exports of these goods as recorded in the Trade and Navigation Accounts. Both groups of figures cover complete vehicles (including unassembled vehicles for export) and chassis with engines for delivery as such.

Production

Number

	No. of weeks	Passenger Cars (including Taxis)		Commercial Road Vehicles			
				Goods		Omnibuses, Coaches and Trolleybuses	
		Total	Weekly Average	Total	Weekly Average	Total	Weekly Average
1956	52	707,594	13,608	286,446	5,509	10,504	202
1957	52	860,842	16,555	275,348	5,295	12,905	248
1958	53	1,051,551	19,841	297,785	5,619	15,071	284
1959	52	1,189,943	22,884	353,105	6,790	17,379	334
1960	52	1,352,728	26,014	438,924	8,441	19,048	366
1961	52	1,003,967	19,307	443,117	8,521	17,050	328
1960 1st Quarter	13	392,664	30,205	109,914	8,455	5,000	385
2nd Quarter	13	405,348	31,181	116,123	8,933	4,582	352
3rd Quarter	13	311,612	23,970	98,940	7,611	4,461	343
4th Quarter	13	243,104	18,700	113,947	8,765	5,005	385
1961 1st Quarter	13	218,003	16,769	119,745	9,211	4,895	377
2nd Quarter	13	283,666	21,820	120,087	9,237	4,423	340
3rd Quarter	13	245,217	18,863	99,849	7,681	3,766	290
4th Quarter	13	257,081	19,775	103,436	7,957	3,966	305
1960 November	4	76,009	19,002	35,838	8,959	1,708	427
December	5	76,783	15,357	43,697	8,739	1,813	363
1961 January	4	59,795	14,949	36,579	9,145	1,573	393
1961 November	4	81,821	20,455	33,694	8,424	1,270	318
December	5	99,888	19,978	36,092	7,218	1,443	289
1962 January	4	94,011	23,503	32,190	8,048	1,201	300

Exports

Number

	Passenger Cars (including Taxis)	Commercial Road Vehicles	
		Goods	Omnibuses, Coaches and Trolleybuses
1956	334,176	122,018	3,741
1957	424,322	116,196	6,069
1958	483,877	105,877	5,752
1959	568,971	122,569	4,858
1960	569,889	139,134	6,391
1961	370,758	160,042	6,912
1960 1st Quarter	184,912	34,232	1,371
2nd Quarter	179,386	36,610	1,688
3rd Quarter	115,409	32,103	1,422
4th Quarter	90,182	36,189	1,910
1961 1st Quarter	85,219	48,357	1,976
2nd Quarter	93,672	41,231	1,695
3rd Quarter	87,464	35,846	1,464
4th Quarter	104,403	34,607	1,777
1960 November	35,993	13,617	694
December	29,224	13,398	809
1961 January	31,728	16,526	760
1961 November	32,226	11,997	589
December	38,203	11,021	574
1962 January	49,705	12,469	695

Notes: There are certain differences of timing and coverage between the production and export figures, e.g., the export figures include battery-operated road vehicles and exclude road tractors, while the production figures exclude the battery-operated vehicles and include road tractors. Station wagons and estate cars are included with passenger cars throughout. The quarterly export figures include amendments not made to monthly figures.

'Which?', February

The February 'Which?' published by Consumers Association Ltd., 14 Buckingham Street, London, W.C.2. (Annual Subscription £1) reports on transistor radios, firelighting devices, kitchen scales and textile labelling.

It also announces the publication of a new book, 'The Law for Consumers'.

Production of Paper and Board in 1961

PRODUCTION OF PAPER and board in the fourth quarter of 1961 was lower than in the corresponding period of 1960; production of paper and of board were each 4 per cent. less. Packing and wrapping papers and strawboard and chipboard increased, against the general trend, by 2 and 6 per cent. respectively.

Taking 1961 as a whole, production of paper and board was more than 1 per cent. less than in 1960; paper production was 1 per cent. less and board production 2 per cent. less. Production of board was generally less than a year earlier, but it was the middle of the year before output of paper turned down. There were increases in wood free papers, packing and wrapping papers, miscellaneous papers, strawboard and chipboard, and miscellaneous boards, but these were more than offset by decreases in other items.

Stocks of paper at the mills at the end of December were 4 per cent. more than at the end of September and 19 per cent. more than at the end of 1960. Stocks of board also increased to 7 per cent. more than at the end of September and 15 per cent. more than at the end of December, 1960.

The table immediately following shows the supply position of paper and board for the years 1960 and 1961.

Thousand tons

	Newsprint		Other Paper		Board	
	1960	1961	1960	1960	1960	1961
Production	741	712	2,131	2,134	1,202	1,179
Retained imports	615	613	517	548	477	480
Exports of United Kingdom produce	46	27	68	70	18	20
Available for home consumption	1,310	1,298	2,579	2,613	1,660	1,640

Production of Paper and Board

Weekly averages, tons

	1960 4th Qtr.	1961				
		4th Qtr.	Oct.	Nov.	Dec.*	Year
PRINTING AND WRITING PAPERS:						
Newsprint	14,439	13,735	13,389	14,209	13,632	13,700
Mechanical printings	6,751	6,217	7,029	6,147	5,624	6,288
Wood free papers	4,542	4,262	4,476	4,223	4,123	4,391
Esparto papers	5,604	4,802	4,676	4,911	4,815	4,931
Other printing and writing papers	4,612	4,218	4,139	4,603	3,973	4,020
PACKING AND WRAPPING PAPERS:						
Greaseproof, glazed, transparent and vegetable parchment	604	685	741	671	651	646
Tissue	1,658	1,768	1,890	1,776	1,663	1,698
Sack kraft	2,818	2,652	2,227	2,894	2,798	2,778
Pure and imitation kraft, brown and royal hands	4,677	4,555	4,653	4,838	4,251	4,484
Straw paper	4,647	4,960	5,301	4,809	4,807	4,717
Other packing and wrapping papers	3,071	3,140	3,161	3,626	2,733	3,036
OTHER PAPERS	4,121	4,039	4,131	4,056	3,951	4,062
TOTAL PAPER	57,544	55,032	55,815	56,761	53,022	54,750
Percentage of 1954 average weekly production	136	130	132	135	126	130
BOARDS FOR PACKAGING:						
Pulpboards, solid, duplex and triplex	2,209	1,878	2,002	1,919	1,746	1,978
White and cream lined board	4,567	4,086	4,452	4,196	3,704	4,090
Strawboard and chipboard	4,796	5,081	5,306	5,336	4,697	4,776
Container middles	4,832	4,675	5,240	4,748	4,166	4,651
Other boards for packaging	1,630	1,506	1,806	1,392	1,357	1,551
BUILDING BOARDS	1,416	1,371	1,514	1,404	1,230	1,329
PAPER FELT FOR ROOFING, FLOORING AND BITUMENIZING	1,620	1,611	1,758	1,611	1,494	1,490
OTHER BOARDS	2,929	2,911	3,174	2,924	2,690	2,818
TOTAL BOARD	23,999	23,120	25,253	23,529	21,085	22,682
Percentage of 1954 average weekly production	141	136	148	138	124	133
STOCKS held by mills at end of period (tons):						
Paper	153,593	183,353				
Board	33,353	38,472				

* Average of five weeks.

Forecasting Conditions in World Markets

'The Business Outlook for 1962 in 26 World Markets', is a report, giving evaluation of business trends and conditions, and compiled from individual countries studies. Copies from Business International, 200 Park Avenue South, New York 3, New York. Price, $30·00. (Free to Business International subscribers.)

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Sales by Wholesale Textile Houses in 1961

SALES by wholesale textile houses in December were 4 per cent. below the level of a year earlier compared with 1 per cent. in the two previous months. During 1961 as a whole sales were up by 1 per cent. compared with an increase of 6 per cent. in 1960.

The value of stocks held by wholesale textile houses was 5 per cent. higher at the end of 1961 than at the end - 1960. Throughout the year stocks were maintained at a higher level than in 1960 and at the end of June were 14 per cent. higher than a year earlier. Since then there has been a steady decline in the increase.

Note:

These statistics are prepared by the Wholesale Textile Association. Inquiries should be addressed to: The Secretary, The Wholesale Textile Association, 75 Cannon Street, London, E.C.4. (Telephone: City 4444.)

Total Sales and Stocks

Index Numbers (average 1950 = 100) and Percentage Changes Compared with a Year Earlier

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1960 Year	106	+ 6	..	..
1961 Year	107	+ 1	..	..
1960 3rd Quarter	99	+ 6	134	+10
4th Quarter	127	+ 1	110	+11
1961 1st Quarter	101	+ 9	136	+ 7
2nd Quarter	100	— 4	129	+ 4
3rd Quarter	102	+ 3	146	+10
4th Quarter	125	— 2	115	+ 5
1961 January	71	+12	128	+10
February	94	+ 5	138	+10
March	138	+10	136	+ 7
April	102	— 6	131	+10
May	103	— 7	130	+13
June	93	— 1	129	+14
July	75	+ 6	137	+12
August	93	+ 9	149	+11
September	138	— 2	146	+10
October	141	— 1	133	+11
November	128	— 1	129	+ 8
December	103	— 4	115	+ 5

Analysis by Department

Percentage of Corresponding Values for 1960

	Sales (b)		Stocks (b)
	December	Jan.-Dec.	At end of Dec.
Women's knitted outerwear, blouses and skirts	90·7	104·7	111·9
Women's coats, costumes, furs, and raincoats	100·1	99·9	114·0
Women's underwear	100·7	99·8	119·2
Women's hose and children's socks	111·3	106·1	100·6
Women's millinery	86·9	102·8	121·5
Haberdashery, ribbons and wool	81·9	109·7	125·6
Children's wear	95·0	102·2	105·0
Men's and boys' shirts, pyjamas and outfitting	95·5	97·7	95·9
Gloves	100·3	98·9	99·5
Piece-goods and nets	87·3	91·8	104·3
Household textiles	89·3	97·3	107·4
Floor-coverings, furniture and hardware	94·6	102·6	87·2
Grand total (a)	95·9	100·9	104·9

Notes:
(a) Including some items not included among the sub-headings.
(b) Valued at cost.

EFTA Bulletin

The problems of European trade integration are reflected in the January/February issue of the EFTA Bulletin. One of the problems created by these developments, according to an EFTA announcement, is the form of association by which the neutral members of EFTA will be enabled to take their place in an integrated European market. Statements by Ministers of Austria, Sweden and Switzerland explain the position of these countries in regard to their neutrality. An article on advertising (the first of a new series on aspects of marketing) points out the existence of 'natural' marketing areas in Europe, resulting from cultural ties, common languages and geographical position. A second article on standardisation deals with the current situation where international co-operation is complicated by technological advances.

Questions in Parliament

Below is a selection of questions of interest to industry asked and answered in Parliament.

Tuesday February 13

Consumer Protection

The President was asked what action was taken by his department, in the interests of consumer protection, to bring to the attention of manufacturers reports submitted to his department by recognized consumer organizations of defects in, and misleading information concerning, goods supplied by such manufacturers; what action was taken to ensure that such practices were discontinued; and if he would make a statement.

Mr. Niall Macpherson, Parliamentary Secretary, replied that the reports referred to were not prepared by his Department, and he was not responsible for them, though he read them with great interest. He had no doubt, however, that they were carefully studied by the manufacturers concerned with a view to the removal of genuine defects and to the correction of mis-statements.

U.K.-Japan Company Agreements

The President was asked how many registered agreements between Japanese and United Kingdom companies existed covering manufacturing processes and technological data; and whether he was satisfied that the United Kingdom was securing an adequate share of this form of overseas trade.

Sir Keith Joseph replied that there were 51 such agreements at the end of September last year. He was sure that more British firms could with advantage pay attention to this source of overseas income, and recently there had been signs of increasing interest. He would recommend any firm wishing to investigate the possibilities to seek advice from his Department.

Wednesday February 14

U.K.'s Absence at Berlin Agricultural Fair

In the House of Lords a questioner asked what were the reasons for the absence of an United Kingdom stand at the international agricultural fair known as the 'International Green Week' held in Berlin during the first week of February. In reply, Lord Waldegrave said: 'The policy of the Government is to leave it to the initiative of British manufacturers to decide for themselves, as a matter of commercial judgment, whether or not to take part in particular trade fairs. I am informed that no British firm expressed a wish to take part in the International Green Week, either directly or through an agent, and that no request was received from industry for assistance in arranging British participation in this exhibition. If a reasonable number of firms had been prepared to take part in the exhibition, the Board of Trade would have been glad to consider helping them to organize a suitable stand.'

Debate on Monopolies

A debate on private monopolies in which the President of the Board of Trade replied for the Government was held in Parliament on February 14. (Hansard, columns 1325-1454.)

Monday February 19

New E.C.G.D. Facility for Capital Goods Exports

Asked whether he would now take action to increase the percentage of Export Credits Guarantee Department cover in the case of longer-term contracts, Mr. Erroll replied: 'Yes. We are now prepared to raise the percentage of cover to 100 per cent. in respect of certain contracts involving credit terms of three years or more once they have run trouble-free for two years from completion of the order. This will be known as the Full Percentage Facility. E.C.G.D. are issuing details this afternoon, and I am arranging for copies of their announcement to be placed in the Library of the House.' (See page 385.)

East Germany and Leipzig Fair

Asked if he would state H.M. Government's policy regarding contacts between this country and East Germany, with particular reference to visits to such events as the Leipzig Fair by persons in this country, Mr. Edward Heath, Lord Privy Seal, said: 'At the present time contacts with East Germany can be used to give the impression, wrongly, that this country condones the continuing illegal and inhuman stoppage of free movement in Berlin by the East German regime as well as the continued Communist threat to the freedom and security of West Berlin. Therefore, in the view of H.M. Government, persons in this country should take into consideration this risk of misrepresentation, in relation to their own standing, before engaging in contacts with, or visits to, East Germany, both generally and, in particular for such events as the Leipzig Fair.

'As regards the Leipzig Fair, experience has shown that it is used to win support for the claims of the East German regime to international recognition. The fair provides an opportunity for inviting visitors from abroad, who very often have no direct commercial interest in it. Whether they have such an interest or not, the East German authorities try to ensure that their presence at the fair is widely exploited and that they return home with a false impression of conditions in East Germany and of the political support enjoyed by the regime.'

Tuesday February 20

Commonwealth Trade and the Common Market

The President was asked in view of the fact that United Kingdom exports to the Commonwealth were £800,000,000 greater than exports to the Common Market, and that between 1950 and 1960 United Kingdom exports to the Commonwealth rose by more than £440,000,000 whilst exports to the Common Market countries rose by less than £280,000,000, if he would give priority to obtaining a Commonwealth trade conference to discuss methods of protecting and increasing Commonwealth trade before negotiating further with the European Economic Community. In reply Mr. Erroll said: 'No, Sir. The Government's reasons for deciding to apply for membership of the E.E.C., provided that satisfactory terms could be negotiated, were fully explained in the Prime Minister's statement on July 31 of last year and in the Debate on August 2 and 3.'

Britain's Trade with Canada

Asked what was the increase, expressed both as a percentage and in pounds sterling, of United Kingdom exports to Canada since Mr. Diefenbaker took office; and to what extent the United Kingdom's unfavourable balance of trade with Canada has been redressed, Mr. Erroll replied that the increase in our exports to Canada between 1957, when Mr. Diefenbaker took office, and 1961 could be ascertained from the Trade and Navigation Accounts. The balance of trade in these two years was almost exactly the same, although the level of trade now was higher in both directions.

Reports on Monopolistic Tendencies

Asked if he would seek powers to enable him to demand reports on the activities and statements of accounts from any firms which, in his opinion, showed monopolistic tendencies, Mr. Erroll said that, as he told the House on January 30, he was having the existing legislation on restrictive practices and monopolies reviewed. The suggestion would be taken into account.

New Jobs in Scotland

Asked how many new jobs were provided in Scotland in 1961, Mr. Erroll in reply said that projects for Scotland for which industrial development certificates were issued or assistance under the Local Employment Act, 1960, was offered in the course of 1961 were estimated by the firms concerned to provide nearly 20,000 new jobs.

Asked whether, in view of the continued increase in unemployment in Scotland and the reduction in the number of respective jobs available, he would consider the feasibility of locating in Scotland

(*Continued on next page*)

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This is one conclusion reached by Barclays Bank in a recent survey of the French economy, from the standpoint of her trading activities with Britain and other countries. But many important questions are considered in this survey, questions of vital interest to all businessmen contemplating selling to France. The answers—together with other helpful information including diagrams—are published in the Bank's latest report on **France.** Copies are obtainable from:

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***Questions in Parliament** (Continued)*

Government-owned and controlled factories producing consumer durables, Mr. Erroll said: 'No, Sir. While I regret that the rate of unemployment in Scotland continues to be relatively high, I do not consider this proposal either practicable or desirable.'

Unemployment in Northern Region

The President was asked what were the factors that had caused the recent increase in the number of unemployed in the northern region; and what direct methods he was introducing to remedy the position.

He replied: 'I am informed by the Minister of Labour that the increase in unemployment in the Northern Region between December 11, 1961, and January 15, 1962, was due mainly to seasonal factors, including the registration of Christmas school-leavers. More than half the increase in unemployment among men was in construction; there was also a substantial increase in iron and steel.

'I will continue to make all possible use of the powers provided by the Local Employment Act and the Town and Country Planning Act to encourage the development of further industry in areas of high unemployment in the Northern Region.'

Cuban and Jamaican Cigars

In reply to questions, Mr. Erroll said that the 1962 import quota for Cuban cigars remained at the 1961 level. The position of Jamaican cigars in the British market, to which they had free access, was thus unchanged.

Fall in Medium-Term Export Credits

The President was asked to what causes he attributed the sharp fall in the medium-term business of the Export Credit Guarantee Department in the fourth quarter of 1961.

He replied: 'I am sorry that the figures as issued may appear to be slightly misleading to those unfamiliar with them. The fall shown in medium-term policies is largely the obverse of the increase in extended-term policies. I am circulating in the Official Report figures showing that while there are variations from quarter to quarter, the general trend is upwards.'

Following are the figures:

Contracts Covered Under E.C.G.D. Guarantees 1960-61

(on terms exceeding 6 months' credit)

£ million

Year	*Quarter*	*'Medium Term'*		*'Extended Terms'*		*Total*
1959	1st	24·3	86·7	7·4	32·3	119·0
	2nd	34·0		9·5		
	3rd	17·8		7·4		
	4th	10·6		8·0		
1960	1st	20·2	103·2	12·9	41·0	144·2
	2nd	39·3		5·3		
	3rd	17·7		13·4		
	4th	26·0		9·4		
1961	1st	29·6	79·9	24·6	100·5	180·4
	2nd	13·1		13·2		
	3rd	27·1		33·1		
	4th	10·1		29·6		

Schimmelpfeng European Register

Compiled for exporters and importers, the 'Schimmelpfeng European Registry of Industry and Commerce' lists – under country and town headings – the names and addresses of firms and organizations buying or selling merchandise or offering services, their production programmes as well as their estimated net worth and credit ratings.

The Register can be obtained on loan to subscribers for a period of a year at a cost of £55 including 24 free reports and any supplements published from the Publishing & Distributing Co. Ltd., Regent Street, London.

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Government Surplus Sales by Auction

War Office

1962	Stores	Location	Auctioneers
March 8	Miscellaneous stores including: 60-ton straightening press; bench testing and bench grinding machines; portable electric drills; tool kits; hand tools; felling axes; fire buckets; tyres; jerricans; M.T. spares; platform weighing machines; asbestos and mild steel corrugated sheets; greatcoats and other clothing; palliasse and bolster cases; blankets; folding chairs; forms and other furniture; butchers' knives and choppers; kitchenware; steel dinner plates, steel washing basins; cutlery, etc.	Command Ordnance Depot, Coypool, Marsh Mills, Plymouth. (*Sale at Kinterbury House.*)	Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel.: 69292.)
March 13	Machine tools and miscellaneous stores	W.D. Storage Depot, South West Stores, Euxton Lane, Chorley, Lancs. (*Sale at Cheetham Town Hall, Manchester*, 8.)	J. H. Norris & Son (Dept. L), 9 Albert Square, Manchester, 2. (Tel.: Blackfriars 8373.)
March 20	Machine tools and miscellaneous stores	W.D. Storage Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel.: 54272.)
March 27	Miscellaneous stores	Central Ordnance Depot, Didcot, Berks.	Simmons & Sons (Dept. L), 12 Station Road, Reading. (Tel.: 54025.)
April 3	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel.: 73.)

Applications for catalogues, available 14 days prior to date of sale, should be made only to each auctioneer shown above (price of catalogue 1s. 0d., *Postal Orders only*).

Machine Tools and Heavy Structural Steel

Sale by Tender

Single and six-spindle automatics; horizontal and vertical borers; vertical drill; surface, internal, universal, tool and profile grinders; centre, capstan, and turret lathes; horizontal, vertical, thread and cam millers; presses, planing, shaping, slotting machines, etc.

Locations: Royal Ordnance Factory and W.D. Storage Depot, Royal Arsenal, Woolwich, London, S.E.18; Royal Small Arms Factory, Enfield, Middlesex. Permission to view on presentation of tender forms only.

Approximately 300 tons of heavy structural steel (prefabricated) for making up trestles, racking, etc. ('L' trestle components).

Location: Hampshire.

Tenders for machine tools must be submitted by March 20, 1962. Applications for tender forms should be made to War Office, Directorate of Disposals, First Avenue House, High Holborn, London, W.C.1.

Air Ministry

1962	Stores	Location	Auctioneers
April 11	Miscellaneous stores and equipment	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 27 Eastgate Street, Stafford. (Tel.: Stafford 2331.) Catalogues 1s. 0d. each. *Postal Orders only*.

The above sale will include M.T. engines and spares, aero engine spares, plant spares, parachutes, fire extinguishers, etc. Catalogues for the above sale may be obtained within fourteen days of the advertised date of sale, on application to the auctioneers.

Tenders invited for the uplift and removal of some 35,900 square yards of pierced steel planking laid at Royal Air Force Station, Martlesham Heath, Suffolk. Apply within seven days of the date of this advert to Air Ministry, C.19a, Turnstile House, High Holborn, London, W.C.1, for tender form.

Registration of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, February 16, 1962.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time (minutes)	Date of Registration
		BRITISH			
The Piper's Tune	Children's Film Foundation Ltd.	A.C.T. Films Ltd. for C.F.F. Ltd.	Br/E 27177	62	February 12
Pathe Pictorial Series 365-377:					
Pathe Pictorial No. 374	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 27179	8	February 14
Movietone News 1705A	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 26911	7	February 16
Movietone News 1706	,, ,, ,, ,,	,, ,, ,,	Br/E 26912	7	February 16
Pathe News 62-13	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 26964	7	February 16
Pathe News 62-14	,, ,, ,,	,, ,, ,,	Br/E 26965	7	February 16
		FOREIGN			
The Colossus of Rhodes	Metro-Goldwyn-Mayer Pictures Ltd.	Productores Cinematograficas Unidos S.A. Cineproduzioni Associata Comptoir Francais de Productions Cinematographiques. Cinema Television International	F 27178	111	February 13
The Dead One	Grand National Pictures Ltd.	Mardi Gras Productions Inc.	F 27180	70	February 16
Monster of Piedras Blancas	,, ,, ,, ,,	Film Service Distributing Corporation	F 27181	70	February 16

The playing time of the film "The One That Got Away' (Br/E 22826) registered on October 15, 1957, has been amended to 85 minutes.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

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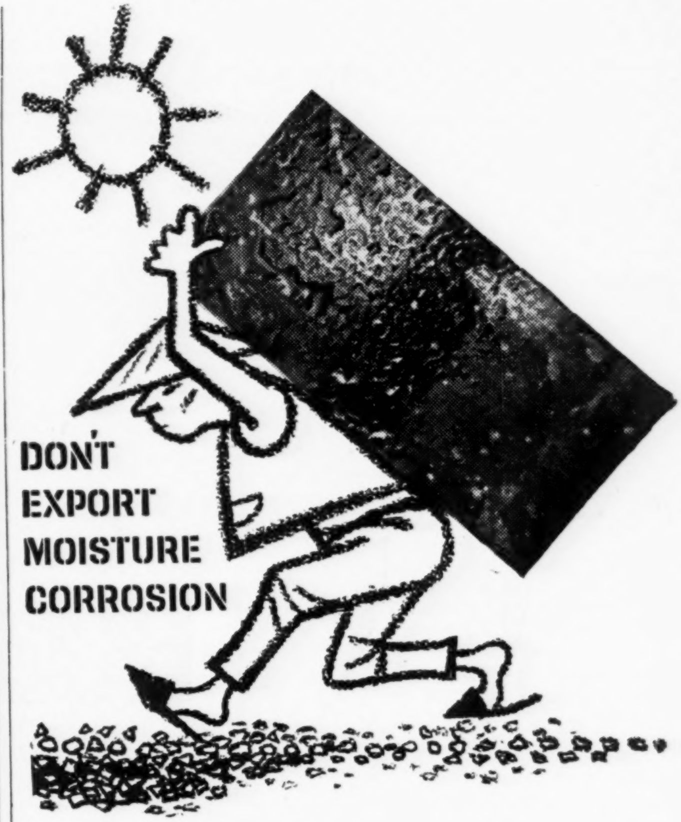

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Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure of space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
United Kingdom	Feb. 2.	May 4.
Outside Europe	Jan. 5.	April 6.
Europe	Dec. 1.	Mar. 2.

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the following lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Extension 3096 Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but application should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events, which, owing to space limitation, are not included in the list.

*indicates fair which is held annually at approximately the time stated.

†indicates fair which is held in alternate years at approximately the time stated.

Amendments and Additions to Classified Lists of Trade Fairs and Exhibitions

THE FAIRS and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on February 2, January 5 and December 1 respectively.

UNITED KINGDOM

Amendments:

We have been informed that the Power Generation and Clean Air Equipment Exhibition and the First British Exhibition of Space Research and Technology which was to have been held at Olympia, May 2-11, 1962, has been cancelled.

We have been informed that the organizers of the Shoe Machinery and Components Exhibition (formerly Shoe Trades Exhibition) which is to be held at Granby Halls, Leicester, May 28-June 1, 1962, are Shoe and Leather Record (Exhibitions) Ltd., Spencer House, South Place, London, E.C.2 (Tel.: Monarch 0666). and not The Shoe & Leather Record, 133-135, Oxford Street, London, W.1, as shown in the *Board of Trade Journal* dated February 2, 1962.

Additions:

NEWCASTLE UPON TYNE: INTERNATIONAL EXHIBITION OF PHOTOGRAPHY – October 13-November 3, 1962.

† At Laing Municipal Art Gallery. Apply, C. Townsend Esq., 19 Tynedale Terrace, Newcastle upon Tyne, 12

LONDON: INTERNATIONAL BOAT SHOW – January 2-12, 1963.

* At Earls Court. Apply, The Ship & Boat Builders' National Federation, 44 Great Queen Street, London, W.C.2. (Tel.: Holborn 7481.)

LONDON: INTERNATIONAL PLANT ENGINEERING AND MAINTENANCE CONFERENCE AND EXHIBITION, AND INDUSTRIAL PROCESS HEATING SYMPOSIUM AND EXHIBITION – June 17-21, 1963.

† At Alexandra Palace, London, N.22. Apply, C. H. L. Venn, Esq., Maintenance Publishing Ltd., Mercury House, 103-119, Waterloo Road, London, S.E.1. (Tel.: Waterloo 3388.)

OUTSIDE EUROPE

Additions:

NEW YORK: UNITED STATES WORLD TRADE FAIR – May 11-22, 1962.

* At the Coliseum. Apply, U.K. Agents: Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel.: Chancery 9011)

PALERMO, BUENOS AIRES: ANNUAL LIVESTOCK SHOW OF THE ARGENTINE RURAL SOCIETY – July 23-August 5, 1962.

* Apply, Sociedad Rural, Buenos Aires, Argentine.

EUROPE

Amendment:

We have been informed by the organizers that the title of the Gothenburg 45th International Swedish Industries Fair to be held from May 4-13, 1962, has now been changed to Swedish Trade Fair.

International Industries Fair

THE 35TH Brussels International Industries Fair will be held between April 25 and May 9, 1962, at the Palais du Centenaire, Brussels, 2.

This Fair displays a comprehensive range of manufactures from all over the world, covering industrial electrical, chemical, building and domestic equipment. At the 1961 event, which covered 125,000 sq. metres some 940,000 visitors saw the exhibits mounted by 4,504 firms, of which 223 were British.

This year, the Board of Trade are to participate in the Fair, and will erect an information stand; part of this stand will be devoted to tourism in Britain and the rest will illustrate aspects of British industry and Anglo-Belgian trade. Specimens of British technical books and publications will also be on view.

Details of this event can be obtained from the organizers' British agent – Belgian Railways, Belgium House, 167 Regent Street, London, W.1. (Tel.: Regent 1491.)

Geneva Motor Show

THE COMMITTEE of the Geneva Motor Show, at a meeting on January 24, decided by a large majority, to maintain the present pattern of annual shows for passengers cars, and to adopt, from 1963, a biennial pattern for the exhibition of commercial vehicles.

Thus the 1963 Show will comprise:—

Passenger cars, accessories, boats, caravans, camping, cycles and motor cycles,

and in, 1964:—

Passenger cars, commercial vehicles, public works, machines and vehicles, and accessories.

The committee will decide in early 1964 whether subsequently to hold shows every alternate year of passenger cars and commercial vehicles.

Finnish Products on Show

A DISPLAY OF Finnish products was arranged by the Finnish Foreign Trade Association at the Waldorf Hotel, London, on February 15. The goods included light-bulbs, carpets, cutlery, pottery, furniture and spirits and liqueurs. Most of the goods will be seen at the forthcoming Ideal Home Exhibition.

Considerable interest was shown in the WIR incandescent light-bulbs which were designed by Tapio Wirkkala, who in 1958 was awarded a medal by the Society of Industrial Artists of Great Britain for his contributions in the field of modern design. The same lamps were awarded the Grand Prix at the 1960 XII Trienale in Milan.

The Patent Office Library

'These books form the nucleus of what may one day be the most valuable industrial library in the kingdom.' (Charles Dickens. A room near Chancery Lane. *Household words*, February 21, 1857.)

Yes, Dickens was writing about the Patent Office Library at 25 Southampton Buildings, London, W.C.2, and he would have been delighted to know that just over a hundred years later 92,000 visitors came in one year to consult the 380,000 volumes of technical and scientific literature, including 8,000 current periodicals and the world-wide collection of 10,000,000 patent specifications. The Library is open without formality to the public from 10 a.m.-9 p.m. Monday-Friday, and from 10 a.m.-1 p.m. Saturday.

12-27 April 1962

Milan Trade Fair

The new **International Trade Centre** has been created by the Milan Fair to strengthen and extend its commercial activities. In comfortable surroundings with the latest modern services at your disposal, you can do business in your own language with 14,000 exhibitors from 70 Countries.

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Sterling Area Trade in January to September 1961

TOTAL STERLING area exports in the third quarter of 1961 were about 3 per cent. greater by value, after allowing for seasonal factors, than in the second quarter and thus maintained the upward movement of the earlier quarters of the year. By total sterling area exports is meant the sum of the exports of all the sterling area countries including trade between them, except exports of oil from sterling countries in the Middle East. In the first nine months of 1961 sterling area exports were 4 per cent. higher than a year earlier; exports from the United Kingdom and overseas sterling countries increased by 4 per cent. and 3 per cent. respectively. Information so far available about overseas sterling countries' exports in the fourth quarter suggests that there was a further slight increase: United Kingdom exports fell marginally.

After allowing for seasonal factors, total sterling area imports in the third quarter of 1961 continued to fall and were about 4 per cent. lower than in the second quarter. Imports into the overseas sterling countries which had shown little change since the last quarter of 1960 fell by 7 per cent. and there was a further small reduction in United Kingdom imports. In the first nine months of 1961 however aggregate imports into the sterling area were only 1 per cent. lower than a year earlier; there were reductions of 2 per cent. in imports into the United Kingdom and of 1 per cent. in imports into the overseas sterling countries. Available information for the fourth quarter of 1961 suggests that overseas sterling countries' imports were probably little changed from the third quarter level.

Direction of Sterling Area Exports

The increase in United Kingdom exports last year was concentrated in the early months and was almost all in trade with non-sterling countries. Exports to North America declined but there were substantial rises in shipments to members of the European Economic Community and EFTA countries. Exports by overseas sterling countries were also higher in the first nine months than a year earlier; a fall of 3 per cent. in their sales to each other was more than offset by an increase of 7 per cent. in shipments to non-sterling countries. Exports to North America in the third quarter of 1961 continued at the very high level of the second quarter and in the first nine months were 12 per cent. greater than a year earlier. Shipments to other non-sterling countries outside Europe were 10 per cent. higher than in the first nine months of 1960 but those to the European countries, as a group, were little changed.

Table A
Sterling Exports by Direction

(PERCENTAGE CHANGE BETWEEN JAN.-SEPT. 1960 AND JAN.-SEPT. 1961)

Exports to Exports from	Sterling Area		Non-Sterling Area				
	United Kingdom	Overseas Sterling Area	North America	E.E.C.	Other Countries	Total	All Countries
United Kingdom		+1	—10	+16	—26	+6	+4
Overseas Sterling Area	—	—3	+12	—	+ 9	+7	+3
Sterling Area	—	—1	+ 1	+ 7	+10	+7	+4

Exports from Individual Sterling Countries

Although aggregate exports from the overseas sterling countries increased in the first nine months of 1961 compared with a year earlier, most of the individual countries recorded reductions in the value of their exports. The largest reduction was in exports by Malaya and Singapore which fell by 11 per cent. due largely to the lower level of rubber prices. There were also significant falls in the value of exports from New Zealand, Ceylon, and the Federation of Rhodesia and Nyasaland, the latter reduction reflecting the lower earnings from copper exports. Other countries showing reductions in the value of their exports were East Africa (3 per cent.) and Hong Kong (2 per cent.). Exports from Pakistan increased sharply in the third quarter after falling by 7 per cent. in the first half of the year, and in the first nine months were only 1 per cent. down on a year earlier. Shipments from Ghana were little changed. In contrast there were substantial increases in the value of exports from some sterling countries in the first nine months of 1961. Shipments from Australia rose by 16 per cent. compared with a year earlier, reflecting the large shipments of wheat throughout the period. Exports from the Irish Republic continued to expand rapidly and in the first nine months as a whole were 21 per cent. higher than a year earlier, largely due to continuing high shipments of foodstuffs and live animals. Exports from the West Indian territories rose by 19 per cent., from India by 9 per cent., and from South Africa and Nigeria each by 7 per cent.

Commodity Exports from the Overseas Sterling Countries

As in the first half of the year there were marked variations in the movements in the value of exports of individual commodities in the third quarter of 1961 and consequently the figures for the first nine months show changes on a year earlier ranging from a fall of 25 per cent. in exports of rubber to an increase of 121 per cent. in the value of wheat shipped. Changes in both price and volume contributed to these movements in value although the price factor was generally more important in the case of non-food items.

Table B
Commodity Exports from the Overseas Sterling Area

	Value of Exports Jan.-Sept. 1961	Percentage change in Jan.-Sept. 1961 compared with a year earlier	
	£ million	Value	Quantity
Raw wool (a)	322	— 2	+ 4
Raw cotton	46	— 6	—13
Raw jute	43	+13	—41
Sisal	14	— 8	— 3
Jute goods	98	+15	— 7
Cotton piece-goods	51	—	— 8
Natural rubber	217	—25	+ 5
Hides and skins (a)	64	— 5	..
Diamonds	55	+11	..
Tin	56	+21	+11
Copper	106	— 7	+ 2
Lead	17	—16	+ 5
Iron ore	30	+ 9	+ 7
Wheat	88	+121	+126
Rice	53	— 4	— 9
Oilseeds and nuts	75	+ 2	+16
Vegetable oils	39	— 2	—
Tea	132	+ 7	+ 6
Raw coffee	32	+ 6	+15
Raw cocoa	91	+ 2	+29
Raw sugar	81	+17	+11
Dairy products (a)	72	— 8	..
Fruit	84	—	..
Meat and meat preparations (a)	140	+ 2	—

(a) Including estimates for exports from New Zealand in September based on July and August figures.

In the textiles group only the jute items showed an increase in the value of exports – higher prices compared with a year earlier more than offsetting the falls in quantities exported. Exports of cotton piece-goods showed no change in value, compared with a year earlier, in spite of a reduction of 8 per cent. in the yardage sold but the fall in the quantity of raw cotton exported was only partly offset by higher average prices. On the other hand exports of raw wool were 2 per cent. lower despite an increase in the quantity shipped.

Among the non-ferrous metals, the value of tin exports rose by 21 per cent. due equally to price and quantity changes, but the value of exports of copper and lead both fell in spite of increases in the tonnages exported. Although the quantity of rubber exported increased in the third quarter, prices remained substantially lower than a year earlier and the value of these shipments in the first nine months of 1961 was down by 25 per cent. Of the other non-food items, iron ore exports rose by both quantity and value, and the value of diamond exports also increased but exports of hides and skins fell slightly.

Exports of wheat in the first nine months of the year more than doubled in both quantity and value compared with a year earlier. There were no further exports of wheat to Italy in the third quarter but exports to China continued at a very high level and reached nearly 1·7 million tons in the first nine months of the year. The quantity of coffee and cocoa exported rose substantially but lower average values, particularly for cocoa, led to much smaller increases in earnings: exports of tea were significantly higher, largely due to an increase in the quantity shipped. There was an increase of 11 per cent. in the tonnage of sugar exported. Exports of fruit were unchanged and shipments of rice were down 4 per cent. on the first nine months of 1960. Of the other food items (figures for which are incomplete) the value of exports of dairy produce probably fell while meat exports changed very little.

Imports into Overseas Sterling Countries

Aggregate imports into the overseas sterling countries which had been higher than a year earlier in the first half of 1961 were lower by 8 per cent. in the third quarter – most of the major countries showed reductions compared with a year earlier. Imports into Australia were affected by the internal credit restrictions imposed at the end of 1960 and were 25 per cent. less than in the third quarter of 1960 while those into South Africa, influenced by the import restrictions imposed in May, fell by 21 per cent. In the first nine months of the year these countries' imports were down by 5 per cent. and 8 per cent. respectively compared with a year earlier. Other countries showing reductions in their imports during this period included Ceylon, 14 per cent., India, 9 per cent., and East Africa, 3 per cent. Imports into the Federation of Rhodesia and Nyasaland fell in the third quarter and for the first nine months of 1961 the value of this trade was the same as a year earlier. Arrivals into New Zealand, the Federation of Nigeria, and Hong Kong also declined in the third quarter but not sufficiently to offset the increases registered in the first half of 1961. Imports into Ghana and Pakistan continued to increase, albeit at slower rates than in earlier months. On the other hand imports into the Irish Republic were maintained at the high level of the first half of 1961 – 19 per cent. higher than a year earlier, and arrivals into Malaya and Singapore and the West Indian territories continued to increase.

Table C

Sterling Imports by Direction

(PERCENTAGE CHANGE BETWEEN JAN.-SEPT. 1960 AND JAN.-SEPT. 1961)

Imports from / Imports into	Sterling Area		Non-Sterling Area				
	United Kingdom	Overseas Sterling Area	North America	E.E.C.	Other Countries	Total	All Countries
United Kingdom		-1	-11	+2	+1	-2	-2
Overseas Sterling Area	+1	-6	-2	—	+1	—	-1
Sterling Area	+1	-3	-6	+1	+1	-1	-1

Sources of Sterling Imports

The 7 per cent. fall in aggregate sterling area imports in the third quarter of 1961 was reflected in the lower level of arrivals compared with a year earlier from both sterling and non-sterling sources. Imports into the United Kingdom from other sterling countries were down by 3 per cent. whilst overseas sterling countries' imports from the United Kingdom were 6 per cent. lower than in the third quarter of 1960. In the first nine months of 1961 however arrivals into overseas sterling countries from the United Kingdom were slightly higher whilst imports into the United Kingdom from other sterling countries were only slightly lower than a year earlier. Imports of the overseas sterling countries from each other were lower than a year earlier in each of the first three quarters of 1961.

The fall of 8 per cent. on a year earlier in aggregate overseas sterling countries' imports from non-sterling sources in the third quarter was due to a reduction in arrivals from each of the major sources. As in the case of the United Kingdom the largest fall was in imports from North America, 16 per cent.: arrivals from the European Economic Community were 7 per cent. lower than a year earlier. In the first nine months of 1961 the overseas sterling countries' imports from non-sterling sources were unchanged from a year earlier; a fall of 2 per cent. in arrivals from North America was offset by small increases in imports from the European Free Trade Association and other non-sterling suppliers outside Europe. Arrivals from the European Economic Community were at the same level as a year earlier.

Imports by the overseas sterling countries from industrial countries were slightly lower in the first nine months of 1961 than a

(*Continued on page* v)

Table D

Overseas Sterling Countries' Imports from Industrial Countries

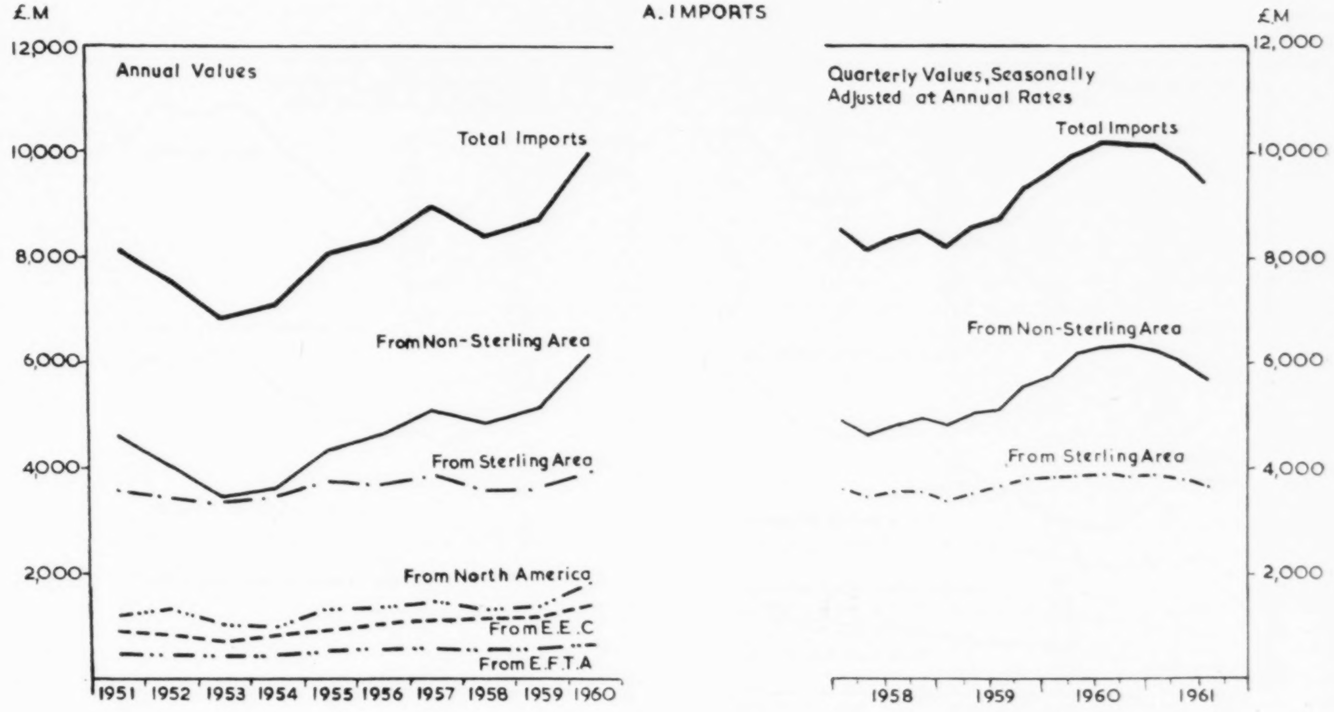
(PERCENTAGE CHANGE IN VALUE COMPARED WITH A YEAR EARLIER)

Imports from / Imports into	United Kingdom	Germany	E.E.C. including Germany	North America	Japan	Total Industrial Countries (a)	Total Imports
Australia							
(a) Jan.-Sept. 1961	-12	-2	-8	+4	-8	-5	-5
(b) Jan.-Sept. 1960	+18	+34	+33	+64	+67	+34	+29
(c) Jan.-Sept 1959	-8	+5	+9	+9	+18	—	+1
Ceylon							
(a)	-12	-23	-12	-11	-1	-11	-14
(b)	-8	+16	+8	-39	+18	-3	+3
(c)	+26	+37	+19	+90	-2	+27	+22
East Africa							
(a)	+4	-35	-25	+4	-16	-7	-3
(b)	+4	+35	+33	+66	+70	+22	+17
(c)	—	-1	+2	-9	-4	—	—
Ghana							
(a)	+7	-23	-1	+71	+12	+11	+11
(b)	+8	+77	+45	+12	+15	+19	+18
(c)	+28	+93	+64	+61	+34	+40	+38
Hong Kong							
(a)	+13	+6	+12	-1	-10	+2	+2
(b)	+20	+37	+22	+60	+29	+33	+24
(c)	+7	-5	+19	+11	+22	+12	+7
India							
(a)	-3	+3	-5	-15	+30	-6	-9
(b)	+12	-5	-5	+4	+16	+5	+12
(c)	+3	+24	+12	+49	+8	+19	+9
Malaya, Federation of, and State of Singapore							
(a)	+9	+23	+36	+31	+16	-19	+2
(b)	+14	+23	+10	+22	+26	+17	+12
(c)	-15	+16	+19	+1	-9	-7	-2
Nigeria, Federation of							
(a)	-7	+14	+19	-8	+23	+4	+5
(b)	+15	+26	+24	+52	+46	+22	+21
(c)	+14	+3	+12	-20	-6	+6	+7
Pakistan							
(a)	+16	-4	-8	-3	+1	+1	+5
(b)	+106	+70	+105	+63	+208	+95	+92
(c)	-25	-3	-6	-24	-23	-19	-21
Rhodesia and Nyasaland, Federation of							
(a)	+3	+20	+18	-10	+27	+4	—
(b)	-9	+35	+28	+46	+65	+4	+6
(c)	-10	-13	-25	-28	+16	-14	-9
South Africa							
(a)	-3	-5	-15	-18	-5	-9	-8
(b)	+5	+14	+23	+28	+30	+18	+17
(c)	-22	-18	-15	-18	—	-19	-17
The West Indies, Federation of							
(a)	-8	+7	-9	-1	+7	-4	-17
(b)	+12	+20	+31	+19	+46	+17	+12
(c)	-1	+8	+3	+1	+23	+1	+5

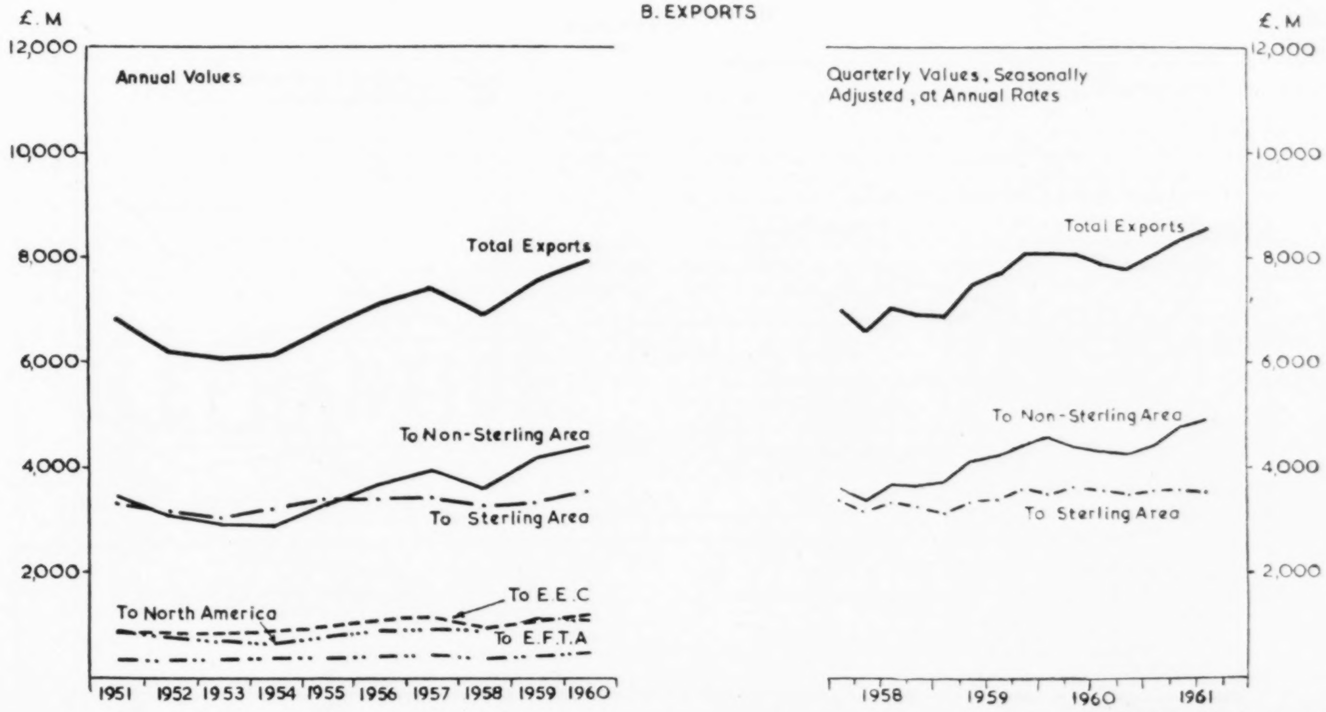
(a) Includes United Kingdom, Continental O.E.C.D., United States of America, Canada and Japan.

TRADE OF THE STERLING AREA

A. IMPORTS



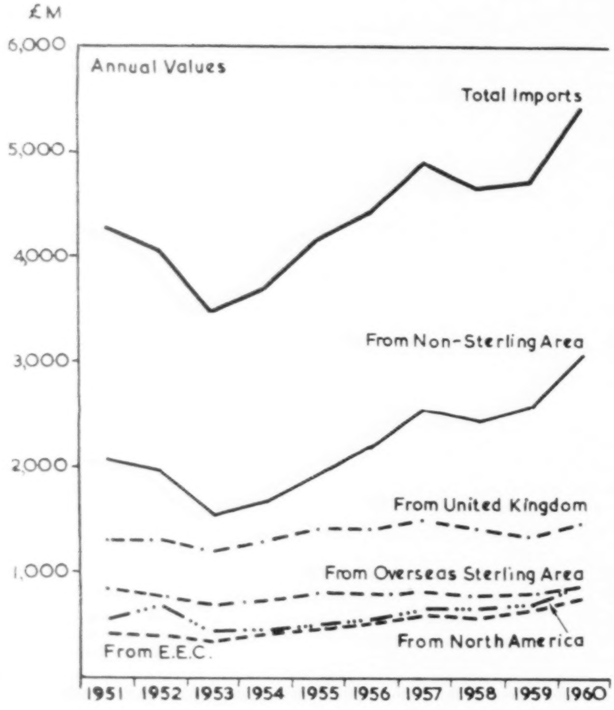
B. EXPORTS

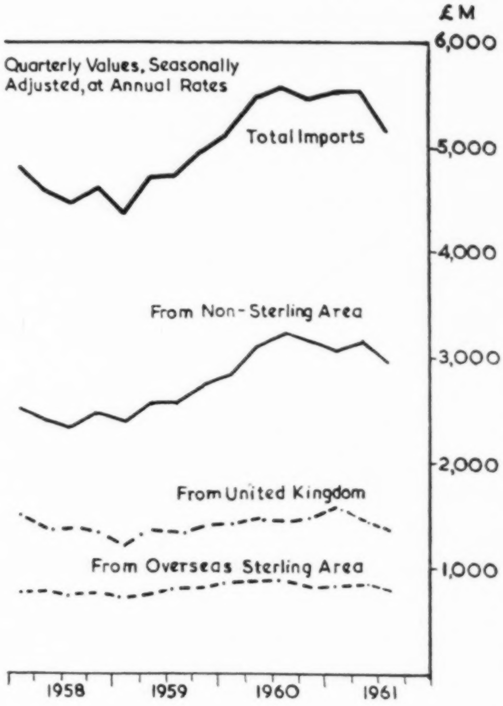


(Continued on next page)

TRADE OF THE OVERSEAS STERLING AREA

A. IMPORTS





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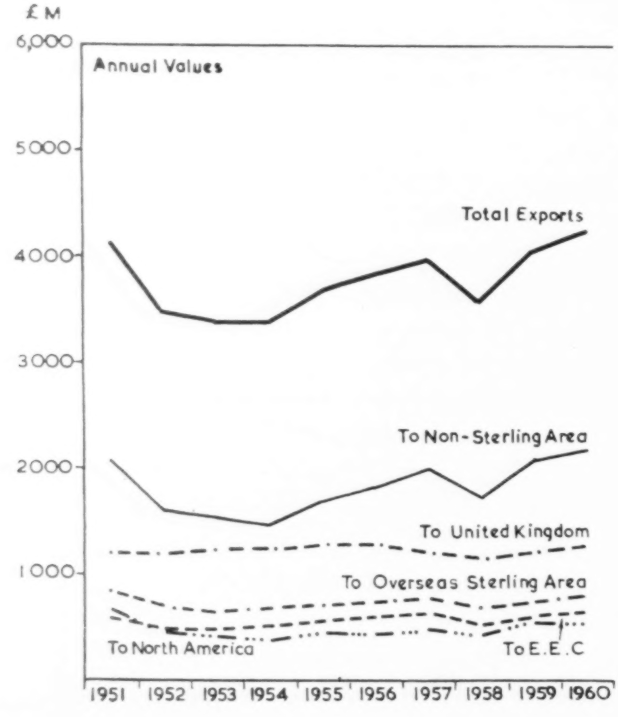

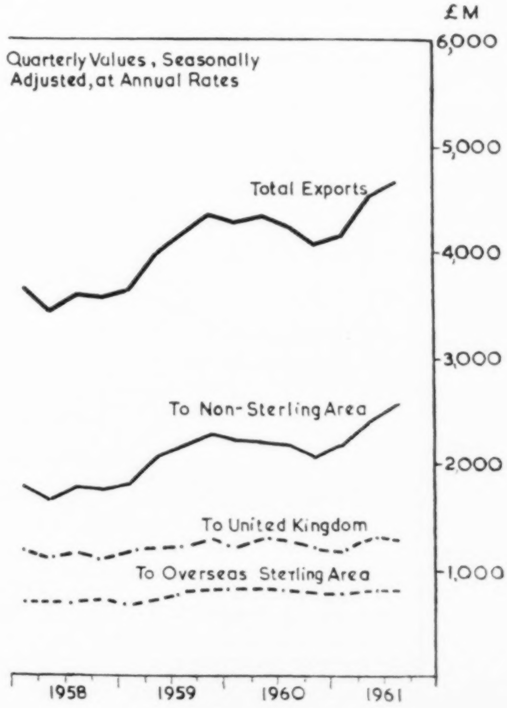

Table 1. — Direction of Trade: Imports

Quarterly Averages in £ million

	IMPORTS FROM								
	United Kingdom	Overseas Sterling Area	TOTAL STERLING AREA	North America	E.E.C.	EFTA excluding United Kingdom	Other Non-Sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD
STERLING AREA									
1956	352	566	918	328	258	133	430	1,149	2,067
1957	374	587	961	369	278	142	482	1,270	2,231
1958	353	534	886	326	279	130	474	1,209	2,095
1959	336	560	896	345	300	135	499	1,278	2,174
1960	368	596	964	457	354	160	559	1,530	2,495
1960 1st Quarter	367	618	985	399	346	153	543	1,441	2,426
2nd Quarter	374	598	972	467	373	161	546	1,547	2,519
3rd Quarter	355	591	946	479	345	163	557	1,544	2,490
4th Quarter	377	578	954	482	354	163	590	1,589	2,543
1961 1st Quarter	405	585	989	442	363	168	570	1,542	2,531
2nd Quarter	371	608	979	425	369	162	568	1,523	2,502
3rd Quarter	333	560	393	391	342	155	526	1,414	2,307
UNITED KINGDOM *(a)*									
1956		368	368	189	123	96	190	598	965
1957		378	378	201	123	99	209	633	1,011
1958		338	338	165	133	91	209	598	937
1959		361	361	171	140	98	227	635	996
1960		377	377	235	165	116	242	759	1,135
1960 1st Quarter		404	404	203	170	110	238	722	1,125
2nd Quarter		373	373	234	171	117	245	768	1,141
3rd Quarter		366	366	241	157	118	237	754	1,119
4th Quarter		364	364	263	163	118	248	791	1,155
1961 1st Quarter		383	383	214	169	122	268	773	1,156
2nd Quarter		389	389	198	172	118	239	727	1,116
3rd Quarter		354	354	192	166	111	220	690	1,044
OVERSEAS STERLING AREA									
1956	352	198	550	139	135	37	241	551	1,102
1957	374	209	583	168	155	42	272	637	1,220
1958	353	195	548	161	146	38	265	611	1,159
1959	336	199	536	174	160	37	272	643	1,179
1960	368	220	588	222	189	44	317	772	1,359
1960 1st Quarter	367	214	581	195	176	43	305	719	1,300
2nd Quarter	374	225	599	233	201	44	301	779	1,378
3rd Quarter	355	226	581	238	188	44	320	790	1,371
4th Quarter	377	214	591	220	191	45	342	798	1,388
1961 1st Quarter	404	202	606	228	194	46	301	769	1,375
2nd Quarter	371	219	590	228	196	44	328	796	1,386
3rd Quarter	333	207	540	199	175	44	306	724	1,263

(a) Values for 1961 are based on revised estimated average values for parcel post. The 1960 figures have been recalculated on the new basis. Excluding exposed cinematograph film in 1959

(*Tables continued on next page*)

year earlier. The most marked reductions occurred in purchases by Malaya and Singapore, Ceylon and South Africa. Imports from Japan rose by about 4 per cent. but purchases from all the other major supplying countries fell by comparison with the first nine months of 1960. Supplies from North America fell slightly more than those from the United Kingdom and other industrial countries.

Statistical Notes

Definitions of the statistics in the tables were given in the 'Statistical Notes' contained in the Sterling Area Trade article published in the *Board of Trade Journal* dated May 12, 1961.

In this article all Commonwealth totals exclude South Africa and South West Africa; because the trade of Bechuanaland, Basutoland and Swaziland is included with that of South Africa, Commonwealth totals also exclude those territories' trade. The former British Somaliland is excluded from the Sterling Area and figures for Nigeria exclude the trade of the Southern Cameroons from October 1, 1960.

The British colonies are no longer shown separately. Figures of the trade of these territories may be obtained from the 'Quarterly Digest of Statistics' issued by the Colonial Office.

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Table 2. — Direction of Trade: Exports

Quarterly Averages in £ million

	EXPORTS (*a*) (*b*) TO								
	United Kingdom	Overseas Sterling Area	TOTAL STERLING AREA	North America	E.E.C.	EFTA excluding United Kingdom	Other Non-Sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD
STERLING AREA									
1956	318	536	853	221	273	101	331	926	1,779
1957	306	558	864	236	284	104	366	991	1,855
1958	286	528	814	233	244	98	335	909	1,724
1959	307	529	836	287	283	107	365	1,042	1,878
1960	314	566	880	277	303	120	409	1,108	1,987
1960 1st Quarter	325	569	894	298	328	125	427	1,177	2,071
2nd Quarter	316	568	884	292	300	120	429	1,141	2,025
3rd Quarter	301	554	855	255	273	105	380	1,013	1,868
4th Quarter	312	573	885	262	310	129	400	1,100	1,985
1961 1st Quarter	314	583	897	254	330	128	438	1,150	2,047
2nd Quarter	317	553	869	306	331	136	463	1,236	2,105
3rd Quarter	308	543	851	293	308	123	451	1,174	2,025
UNITED KINGDOM (*c*)									
1956		352	352	111	119	85	154	469	822
1957		365	365	115	126	88	162	491	856
1958		354	354	122	115	83	156	475	829
1959		341	341	150	128	90	157	524	865
1960		363	363	142	142	99	178	561	924
1960 1st Quarter		366	366	156	148	104	186	594	960
2nd Quarter		363	363	152	143	97	182	574	937
3rd Quarter		349	349	119	130	88	170	506	855
4th Quarter		375	375	139	147	108	176	569	944
1961 1st Quarter		389	389	116	162	107	202	587	976
2nd Quarter		356	356	142	167	116	193	618	974
3rd Quarter		338	338	129	157	103	188	576	915
OVERSEAS STERLING AREA									
1956	318	183	501	110	154	16	177	457	958
1957	306	193	499	121	158	16	205	500	999
1958	286	175	460	111	129	15	179	434	895
1959	307	188	495	138	155	18	208	518	1,013
1960	314	203	516	135	161	21	230	547	1,063
1960 1st Quarter	325	203	528	141	180	21	241	583	1,112
2nd Quarter	316	205	521	140	157	23	247	567	1,088
3rd Quarter	301	205	506	136	143	18	210	507	1,013
4th Quarter	312	198	510	123	163	21	224	531	1,040
1961 1st Quarter	314	194	508	138	167	21	236	562	1,070
2nd Quarter	317	197	513	164	163	20	271	618	1,131
3rd Quarter	308	205	512	164	151	20	263	598	1,110

(*a*) Exports include re-exports. (*b*) Exports of Middle East oil are excluded throughout the tables. (*c*) See footnote (*a*), Table 1.

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Table 3. — Trade of the Commonwealth and Sterling Area

Quarterly Averages in £ million

	1957	1958	1959	1960	1959	1960				1961			
					4th Quarter	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
IMPORTS:													
United Kingdom (*a*)	1,011	937	996	1,140	1,076	1,125	1,141	1,119	1,173	1,156	1,116	1,044	1,082
Overseas Sterling Area	1,220	1,159	1,178	1,359	1,275	1,300	1,378	1,371	1,388	1,375	1,386	1,263(*e*)	
Australia	150	160	165	211	179	193	203	224	224	227	192	168	160
Ceylon	34	32	38	37	41	37	35	41	34	32	29	37	32(*d*)
East Africa	37	32	32	35	34	36	37	36	33	34	34	36	
Ghana	24	21	28	32	33	30	33	31	35	38	35	32	
Hong Kong	80	72	77	92	89	91	92	90	93	89	99	90	95
India	200	165	176	190	174	184	215	194	166	181	194	165	182
Irish Republic	46	50	53	57	54	57	56	52	61	66	67	62	
Malaya, Federation of, and and State of Singapore	129	119	120	132	128	132	131	130	135	126	137	138	130(*d*)
Mediterranean Territories (*b*)	20	18	19	19	21	19	19	18	21	19	19	19	
New Zealand	74	71	58	70	67	63	66	73	78	82	89	..	
Nigeria, Federation of	38	42	45	54	50	51	50	56	59	57	53	53	59(*d*)
Pakistan	39	35	32	58	39	49	63	55	66	55	63	57	55
Rhodesia and Nyasaland, Federation of	44	39	38	39	39	38	40	39	39	39	40	38	39(*d*)
South Africa (*c*)	137	139	122	139	127	136	145	143	132	141	134	113	121(*d*)
The West Indies, Federation of	42	45	48	54	53	51	54	51	60	58	55	55	
Other	125	119	127	140	145	133	140	138	151	133	146	133	
STERLING AREA	2,231	2,095	2,174	2,499	2,350	2,426	2,519	2,490	2,561	2,531	2,502	2,307(*e*)	
STERLING COMMONWEALTH (*f*)	1,999	1,864	1,950	2,247	2,108	2,177	2,263	2,241	2,307	2,280	2,247	2,081 *e*)	
CANADA	511	463	511	504	526	497	542	473	505	464	535	492	585(*d*)
COMMONWEALTH (*f*)	2,510	2,327	2,461	2,751	2,634	2,674	2,805	2,714	2,812	2,744	2,782	2,573(*e*)	
EXPORTS:													
United Kingdom (*a*)	856	829	865	924	938	960	937	855	944	976	974	915	976
Overseas Sterling Area	999	895	1,013	1,063	1,128	1,112	1,088	1,013	1,040	1,070	1,131	1,110	
Australia	198	148	179	176	216	194	176	154	179	195	217	196	225
Ceylon	30	31	32	33	35	37	32	33	32	33	31	33	32(*d*)
East Africa	30	31	33	36	35	38	29	37	37	38	33	31	
Ghana	20	23	26	26	21	30	33	23	19	28	31	26	
Hong Kong	47	47	51	62	60	61	60	64	61	60	58	63	64
India	123	109	116	119	141	115	109	113	140	122	119	128	134
Irish Republic	33	33	32	38	37	36	33	41	43	43	42	49	
Malaya, Federation of, and State of Singapore	116	104	124	133	139	139	135	133	126	112	120	129	126(*d*)
Mediterranean Territories (*b*)	5	5	6	6	6	5	8	6	5	6	7	5	
New Zealand	69	63	73	76	72	100	81	67	55	77	81	69	
Nigeria, Federation of	32	34	41	41	36	44	50	36	35	43	44	52	34(*d*)
Pakistan	30	27	29	35	38	35	39	28	39	40	29	32	42
Rhodesia and Nyasaland, Federation of	39	34	47	51	48	47	55	58	46	41	58	54	55(*d*)
South Africa (*c*)	97	83	93	96	105	99	101	92	90	105	107	102	113(*d*)
The West Indies, Federation of	34	35	36	41	32	38	48	40	39	46	55	49	
Other	95	88	95	94	107	94	100	89	93	84	99	92	
STERLING AREA	1,855	1,724	1,878	1,987	2,066	2,071	2,025	1,868	1,985	2,047	2,105	2,025	
STERLING COMMONWEALTH (*f*)	1,697	1,583	1,725	1,826	1,897	1,903	1,858	1,710	1,832	1,875	1,923	1,847	
CANADA	456	449	477	495	543	484	479	509	509	454	509	543	565(*d*)
COMMONWEALTH (*f*)	2,152	2,032	2,202	2,321	2,440	2,387	2,338	2,220	2,340	2,329	2,432	2,390	

(*a*) Values for 1961 include revised estimated average values for parcel post. The 1960 figures have been recalculated on the new basis. Excluding exposed cinematograph film in 1959. (*b*) Cyprus, Gibraltar, Malta. (*c*) Including South-West Africa and also the High Commission Territories of Basutoland, Bechuanaland and Swaziland (see also footnote (*f*)). (*d*) October-November at quarterly rate. (*e*) Includes estimated figures for New Zealand. (*f*) Revised to exclude South and South West Africa. The High Commission Territories of Basutoland, Bechuanaland and Swaziland, whose trade figures are included with those of South Africa, are also excluded; the trade of these Territories was of the order of £8 to £10 million in 1959.

(*Continued on next page*)

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Table 4. — Imports into the Overseas Sterling Area from Industrial Countries

Quarterly Averages in £ million

Imports into / Imports from	Australia	Ceylon	East Africa	Ghana	Hong Kong	India	Malaya and Singapore	New Zealand	Nigeria	Pakistan	Rhodesia and Nyasaland	South Africa	The West Indies, Fedn. of	Total Overseas Sterling Area
United Kingdom														
1957	62	7	15	11	10	46	23	38	17	8	17	45	16	374
1958	63	8	12	10	8	32	20	37	18	6	15	47	16	353
1959	60	9	12	12	9	35	17	27	20	6	14	38	17	336
1960	70	8	13	12	10	38	20	30	23	10	13	39	18	368
1960 2nd Quarter	72	9	12	12	11	42	20	28	22	10	14	40	18	374
3rd Quarter	67	8	12	12	10	37	20	31	24	11	12	37	16	355
4th Quarter	71	8	14	13	10	35	20	34	23	11	13	40	18	377
1961 1st Quarter	75	8	16	15	12	40	21	39	24	11	14	44	18	405
2nd Quarter	58	7	12	14	12	39	22	..	21	12	13	37	15	331 (b)
3rd Quarter	51	7	11	10	12	34	21	..	19	12	13	33	15	305 (b)
German Federal Republic														
1957	7	1	2	1	2	23	3	2	3	3	1	11	1	69
1958	8	1	2	1	2	18	2	2	3	3	1	14	1	68
1959	9	1	2	2	2	23	3	2	3	3	1	12	1	76
1960	12	1	3	3	3	21	4	2	4	5	2	14	1	87
1960 2nd Quarter	12	2	3	6	3	26	4	2	3	5	1	15	1	96
3rd Quarter	13	1	3	4	3	22	4	2	4	5	2	14	2	88
4th Quarter	13	1	2	3	3	18	4	2	4	6	2	14	2	87
1961 1st Quarter	14	1	2	3	3	25	4	3	4	5	2	15	2	93
2nd Quarter	12	1	2	3	3	24	5	..	4	5	2	14	1	88 (b)
3rd Quarter	9	1	2	3	3	19	4	..	4	5	2	11	1	76 (b)
E.E.C. (including Germany)														
1957	14	3	6	5	7	42	9	4	7	7	3	22	3	155
1958	16	3	5	4	6	31	7	5	8	7	3	25	3	146
1959	19	4	5	6	6	37	8	4	8	6	3	22	4	160
1960	25	4	7	8	8	35	9	5	11	12	3	26	5	189
1960 2nd Quarter	25	4	7	10	8	40	10	4	9	15	3	28	4	201
3rd Quarter	26	3	7	8	8	36	9	5	12	10	4	26	4	188
4th Quarter	26	3	5	8	8	30	11	5	12	13	4	25	5	191
1961 1st Quarter	27	4	5	10	7	35	10	7	11	11	4	28	4	194
2nd Quarter	22	3	5	7	9	38	14	..	11	12	4	27	4	190 (b)
3rd Quarter	18	3	5	7	9	29	12	..	14	10	4	22	4	170 (b)
North America														
1957	25	2	1	1	9	40	5	8	2	12	3	31	11	168
1958	26	2	1	1	8	38	4	7	3	11	2	29	11	161
1959	29	3	1	2	9	46	5	6	2	9	2	26	12	174
1960	47	2	2	2	13	48	6	9	3	16	3	32	14	222
1960 2nd Quarter	42	1	2	2	16	60	6	8	3	17	3	35	14	233
3rd Quarter	54	2	2	3	13	53	6	10	4	16	3	36	13	238
4th Quarter	52	2	2	3	11	36	7	12	3	15	3	28	16	220
1961 1st Quarter	56	1	2	3	14	49	7	11	3	13	3	29	13	228
2nd Quarter	49	2	2	3	16	39	8	..	3	18	3	30	13	217 (b)
3rd Quarter	36	1	2	5	12	44	8	..	3	15	2	22	13	190 (b)
Japan														
1957	3	2	3	3	12	10	8	1	4	1	—	4	—	62
1958	6	3	3	2	9	7	9	1	5	2	—	4	1	59
1959	7	3	3	2	12	8	9	1	5	2	—	4	1	64
1960	12	3	4	3	15	10	11	2	7	5	—	5	1	90
1960 2nd Quarter	10	3	4	2	15	10	10	2	6	6	—	5	1	84
3rd Quarter	15	3	4	2	14	11	11	2	7	5	1	6	1	93
4th Quarter	16	3	3	4	15	13	13	2	10	5	1	5	1	104
1961 1st Quarter	13	4	2	3	13	10	13	3	8	4	1	5	1	89
2nd Quarter	8	3	4	3	14	19	12	..	7	5	1	6	1	93 (b)
3rd Quarter	9	3	4	2	12	8	13	..	7	6	1	4	1	78 (b)
Total Industrial Countries (a)														
1957	111	15	26	20	43	146	48	53	32	29	24	109	31	803
1958	117	16	22	17	34	114	43	51	36	27	22	111	32	759
1959	122	19	22	23	39	130	41	40	37	24	20	96	34	774
1960	163	18	26	27	49	136	50	48	46	45	21	110	38	917
1960 2nd Quarter	157	18	27	28	53	158	49	44	42	50	21	116	38	941
3rd Quarter	171	18	26	26	47	142	49	50	47	44	20	112	35	923
4th Quarter	175	17	25	29	48	119	55	55	51	46	22	105	41	942
1961 1st Quarter	180	17	26	31	50	140	54	61	50	41	22	113	37	966
2nd Quarter	146	15	24	29	54	141	60	..	44	48	22	105	35	878 (b)
3rd Quarter	123	16	24	26	48	120	57	..	44	45	21	87	34	789 (b)

(a) Includes United Kingdom, Continental O.E.C.D., United States of America, Canada and Japan.

(b) Excludes imports into New Zealand for which information not available. Comparable figures for the Second and Third Quarters of 1960 were: Imports from United Kingdom 346 and 324; German Federal Republic 94 and 86; E.E.C. (including Germany) 197 and 182; North America 224 and 228; Japan 83 and 91; Total Industrial Countries 896 and 873.

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Table 5. — Principal Exports of the Overseas Sterling Area

By Areas of Destination

RAW WOOL

Quarterly Averages

	Million lb. – actual weight							Value in £ million						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*a*)	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*a*)
1955	155	5	50	189	78	318	481	35·8	1·4	12·3	41·3	20·8	74·4	112·5
1956	143	4	43	201	90	334	483	33·0	1·1	10·1	45·2	23·9	79·2	114·2
1957	140	5	39	224	109	371	524	36·7	1·3	10·1	57·3	34·7	102·1	142·6
1958	146	5	37	179	110	326	483	25·6	1·0	6·8	31·7	25·1	63·6	91·5
1959	156	6	56	207	140	403	572	28·7	1·2	10·3	36·6	28·7	75·5	106·8
1960	128	6	42	203	166	411	550	24·5	1·3	8·3	37·2	36·2	81·7	108·5
1959 4th Quarter	181	7	45	256	170	471	667	36·7	1·4	9·3	50·1	38·9	98·4	138·2
1960 1st Quarter	154	6	47	252	192	491	657	31·4	1·4	10·0	50·3	44·4	104·8	138·9
2nd Quarter	132	6	43	210	190	442	583	25·8	1·3	8·7	39·1	42·8	90·6	118·6
3rd Quarter	89	5	41	122	119	281	379	16·7	1·0	7·7	21·3	25·2	54·2	72·7
4th Quarter	138	6	37	229	164	430	579	24·1	1·5	7·0	38·0	32·1	77·2	103·8
1961 1st Quarter	147	6	46	226	206	478	640	27·5	1·3	8·6	40·3	40·9	89·8	120·4
2nd Quarter	120	5	56	208	216	480	612	22·4	0·9	10·8	36·4	45·2	92·4	117·2
3rd Quarter (b)	49	3	23	87	135	245	301	9·3	0·8	4·8	14·8	29·6	49·2	60·1
	(56)	(2)	(13)	(89)	(106)	(207)	(269)	(10·3)	(0·5)	(2·6)	(14·9)	(22·5)	(40·1)	(51·6)

(*a*) Including exports to unspecified countries.
(*b*) Excludes exports from New Zealand for which figures not available. Comparable figures for third quarter 1960 are shown in brackets.

RAW COTTON (*a*)

Quarterly Averages

	Million lb.							Value in £ million						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*b*)	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*b*)
1955	38	41	5	38	80	123	217	4·6	5·0	0·4	3·9	8·1	12·4	23·3
1956	34	40	1	35	81	117	199	3·9	4·8	0·1	3·6	7·3	11·0	20·3
1957	17	29	4	45	65	113	159	1·9	3·1	0·4	5·1	6·8	12·3	17·4
1958	21	34	2	43	78	123	178	2·2	3·5	0·2	4·5	6·2	10·8	16·5
1959	23	34	2	19	66	87	151	2·1	3·5	0·1	1·7	4·9	6·7	12·9
1960	18	43	2	24	64	90	152	1·8	4·3	0·1	2·4	5·6	8·1	14·3
1959 4th Quarter	16	22	1	12	37	51	93	1·4	2·0	0·1	1·1	2·7	3·9	7·8
1960 1st Quarter	14	47	7	21	71	99	162	1·2	4·9	0·4	2·0	5·7	8·1	14·3
2nd Quarter	34	51	2	31	76	110	197	3·4	4·9	0·2	3·2	6·5	9·9	18·3
3rd Quarter	14	46	—	21	77	98	159	1·9	4·9	—	2·2	7·2	9·4	16·3
4th Quarter	9	26	—	22	31	53	89	0·8	2·6	—	2·2	2·8	5·0	8·4
1961 1st Quarter	16	23	1	27	71	99	146	1·7	2·3	0·1	3·1	7·2	10·4	15·2
2nd Quarter	18	42	3	35	79	118	183	2·0	4·7	0·3	3·8	7·1	11·3	18·4
3rd Quarter	16	36	4	29	27	61	121	1·8	4·1	0·4	3·1	2·4	5·9	12·6

(*a*) Including linters. (*b*) Including exports to unspecified countries.

RAW JUTE

Quarterly Averages

	Thousand tons							Value in £ million						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*a*)	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*a*)
1955	31	76	14	81	40	134	242	2·5	3·8	1·1	5·9	2·7	9·7	16·0
1956	28	48	16	81	39	135	211	2·1	2·7	1·2	5·3	2·9	9·3	14·1
1957	35	39	12	68	40	120	193	2·9	2·0	1·0	5·4	3·3	9·7	14·7
1958	46	25	24	83	44	152	223	3·7	1·1	1·6	6·1	3·3	10·9	15·7
1959	40	21	17	72	44	133	208	3·0	0·9	1·0	4·7	2·9	8·7	13·3
1960	31	46	10	54	42	105	187	3·3	2·3	0·8	4·6	3·8	9·2	15·2
1959 4th Quarter	64	36	27	103	51	181	299	4·9	1·5	1·8	6·8	3·4	12·1	19·5
1960 1st Quarter	24	62	20	80	43	143	238	2·0	2·1	1·2	5·4	3·1	9·7	14·2
2nd Quarter	21	48	5	40	58	103	180	1·9	1·8	0·3	3·0	5·1	8·4	12·7
3rd Quarter	21	33	2	35	31	67	123	2·1	1·9	0·2	3·4	3·1	6·6	10·7
4th Quarter	56	41	11	61	35	107	208	7·1	3·2	1·6	6·6	4·1	12·3	23·0
1961 1st Quarter	20	30	2	47	43	92	150	3·2	3·3	0·4	7·4	7·0	14·8	22·5
2nd Quarter	4	7	1	11	21	34	47	0·6	0·6	0·3	1·9	3·6	5·7	7·4
3rd Quarter	14	35	1	37	33	71	122	1·9	2·4	0·1	4·4	3·9	8·4	12·8

(a) Including exports to unspecified countries.

(*Continued on next page*)

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Table 5. (*continued*) — Principal Exports of the Overseas Sterling Area

By Areas of Destination

WHEAT

Quarterly Averages

	Thousand tons							Value in £ million						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*a*)	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*a*)
1955	125	180	—	11	77	88	411	2·6	3·8	—	0·3	1·7	2·0	8·8
1956	170	284	—	97	91	187	662	3·2	5·6	—	1·8	1·8	3·7	12·9
1957	148	197	—	26	55	82	428	2·8	4·1	—	0·5	1·2	1·7	8·7
1958	71	118	—	5	39	44	239	1·6	2·6	—	0·1	0·8	1·0	5·2
1959	131	180	—	18	153	171	490	2·6	3·7	—	0·4	3·1	3·5	10·0
1960	178	221	—	24	225	249	659	3·5	4·5	—	0·5	4·6	5·1	13·3
1959 4th Quarter	95	219	—	13	181	194	521	1·9	4·4	—	0·3	3·7	4·0	10·6
1960 1st Quarter	218	305	—	45	274	319	849	4·3	6·1	—	0·9	5·7	6·5	17·0
2nd Quarter	163	228	—	22	86	108	504	3·2	4·6	—	0·4	1·8	2·2	10·1
3rd Quarter	163	189	—	5	255	261	626	3·2	3·9	—	0·1	5·3	5·4	12·7
4th Quarter	170	162	—	23	286	309	656	3·4	3·3	—	0·5	5·7	6·2	13·2
1961 1st Quarter	194	182	—	271	621	892	1,268	4·0	3·7	—	5·4	11·8	17·2	24·9
2nd Quarter	212	127	—	265	873	1,138	1,551	4·3	2·7	—	5·1	17·1	22·2	30·8
3rd Quarter	119	350	—	5	1,018	1,023	1,655	2·4	7·2	—	0·1	20·3	20·4	32·5

(*a*) Including exports to unspecified countries.

RAW SUGAR

Quarterly Averages

	Thousand tons							Value in £ million (*a*)						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*b*)	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*b*)
1955	386	55	134	—	22	155	603	13·9	2·0	4·5	—	0·7	5·2	21·3
1956	409	57	140	—	8	148	620	14·8	2·0	4·7	—	0·2	4·9	22·0
1957	432	64	128	—	45	173	669	17·1	2·5	5·5	—	1·8	7·2	26·9
1958	424	65	114	—	41	156	645	16·5	2·1	3·8	—	1·2	5·0	23·6
1959	402	62	142	—	29	171	636	15·7	2·0	4·6	—	0·7	5·3	22·9
1960	405	52	162	—	34	195	652	16·1	1·5	5·4	—	0·8	6·2	23·8
1959 4th Quarter	505	77	96	—	47	143	725	21·1	2·4	2·9	—	1·1	4·0	27·5
1960 1st Quarter	372	59	66	—	25	91	522	14·2	1·8	1·9	—	0·6	2·5	18·4
2nd Quarter	487	42	228	—	—	228	757	18·1	1·2	7·1	—	—	7·1	26·4
3rd Quarter	378	35	193	—	57	250	663	15·1	1·1	6·7	—	1·3	8·0	24·2
4th Quarter	382	72	160	—	52	212	667	17·0	2·1	5·9	—	1·3	7·2	26·3
1961 1st Quarter	330	55	94	—	19	113	511	13·5	1·7	2·9	—	0·5	3·4	18·6
2nd Quarter	376	59	281	—	2	283	740	15·1	1·7	9·8	—	0·2	10·0	28·3
3rd Quarter (*c*)	369	26	428	—	42	470	899	15·0	0·7	15·4	—	1·0	16·4	33·6

(*a*) Excludes Sugar Preference Certificates. (*b*) Including exports to unspecified countries. (*c*) Partly estimated.

LEAD

Quarterly Averages

	Thousand tons – Metal Content (*a*)							Value in £ million (*b*)						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*c*)	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*c*)
1955	31	7	29	14	1	45	83	3·3	0·7	3·3	1·9	0·1	5·4	9·5
1956	24	8	35	15	2	52	86	2·9	0·9	4·5	2·4	0·3	7·1	11·0
1957	26	8	36	15	7	57	97	2·9	0·8	3·4	1·9	0·6	5·8	10·0
1958	29	10	33	16	4	52	94	2·3	0·7	2·5	1·4	0·3	4·2	7·3
1959	37	9	24	12	4	40	88	2·7	0·7	1·9	1·3	0·3	3·5	7·0
1960 (*d*)	34	8	22	10	7	39	84	2·4	0·6	1·7	0·9	0·5	3·0	6·5
1959 4th Quarter	41	11	29	12	5	46	101	3·2	0·7	2·4	1·2	0·3	3·9	8·0
1960 1st Quarter	35	8	22	8	2	31	78	2·7	0·5	1·8	0·7	—	2·6	6·3
2nd Quarter	29	7	21	9	4	33	74	2·2	0·5	1·7	0·8	0·3	2·8	6·1
3rd Quarter	34	10	27	17	10	54	102	2·4	0·7	2·1	1·4	0·7	4·2	7·8
4th Quarter (*d*)	37	8	17	6	14	36	82	2·4	0·6	1·3	0·5	0·8	2·6	5·7
1961 1st Quarter (*d*)	34	7	19	7	9	36	78	2·3	0·5	1·3	0·5	0·6	2·4	5·3
2nd Quarter (*d*)	38	8	20	7	11	38	85	2·4	0·6	1·5	0·7	0·5	2·7	5·7
3rd Quarter (*d*)	41	6	33	12	11	56	104	1·7	0·4	2·2	0·8	0·7	3·7	5·9

(*a*) Exports of lead as metal and the estimated weight of recoverable lead in ores and concentrates. (*b*) Including values of other metals found with lead in complex concentrates. See Statistical Notes. (*c*) Including exports to unspecified countries. (*d*) Partly estimated.

REPORTS FOR U.K. EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirer should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1. or to the appropriate Regional office of the Board.

Table 5. (*continued*) — Principal Exports of the Overseas Sterling Area

By Areas of Destination

TIN

Quarterly Averages

	Thousand Tons – Metal Content (*a*)							Value in £ million						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL
1955	2·8	1·3	11·2	2·1	2·4	15·7	19·9	2·0	0·9	8·0	1·5	1·7	11·2	14·1
1956	2·9	1·5	10·7	2·9	2·8	16·3	20·8	2·2	1·2	8·1	2·2	2·1	12·4	15·7
1957	4·1	1·7	9·5	1·7	3·2	14·3	20·1	3·1	1·3	7·1	1·2	2·4	10·7	15·0
1958	2·3	1·7	5·1	1·3	2·5	8·9	12·9	1·6	1·2	3·7	0·9	1·8	6·4	9·2
1959	1·4	1·4	6·0	0·8	3·0	9·8	12·6	1·1	1·1	4·6	0·6	2·3	7·6	9·8
1960	2·7	1·5	7·9	4·9	4·1	16·9	21·1	2·1	1·2	6·1	3·8	3·2	13·1	16·3
1959 4th Quarter	2·1	1·8	6·3	1·1	4·0	11·4	15·2	1·6	1·4	4·9	0·8	3·1	8·9	11·8
1960 1st Quarter	2·2	1·9	9·6	1·4	3·7	14·7	18·8	1·6	1·4	7·3	1·1	2·9	11·3	14·4
2nd Quarter	3·0	1·3	7·0	2·8	3·5	13·4	17·7	2·3	1·0	5·4	2·1	2·7	10·2	13·5
3rd Quarter	2·4	1·6	8·8	7·0	4·0	19·7	23·7	1·9	1·3	6·8	5·5	3·1	15·4	18·5
4th Quarter	3·2	1·3	6·3	8·3	5·2	19·8	24·2	2·5	1·0	4·9	6·5	4·0	15·4	18·9
1961 1st Quarter	2·1	1·3	5·5	7·1	4·3	16·9	20·5	1·7	1·0	4·3	5·4	3·3	13·0	15·8
2nd Quarter	1·6	1·9	9·8	6·0	4·4	20·2	23·7	1·3	1·6	8·2	5·0	3·7	16·8	19·7
3rd Quarter	2·0	1·5	11·8	3·3	3·7	18·8	22·3	1·9	1·4	10·8	3·0	3·4	17·2	20·4

(*a*) Estimated.

COPPER

Quarterly Averages

	Thousand Tons – Metal Content (*a*)							Value in £ million						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*b*)	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*b*)
1955	51	4	19	26	5	50	105	16·5	0·9	5·9	8·1	1·9	15·8	33·2
1956	61	6	16	27	6	49	115	18·7	1·8	4·5	8·5	1·9	14·9	35·4
1957	51	11	17	38	13	67	130	10·2	2·4	3·5	7·6	2·5	13·6	26·3
1958	53	10	13	40	12	65	128	9·1	1·7	2·1	6·8	1·9	10·8	21·6
1959	61	9	12	54	25	91	162	12·9	2·0	2·4	11·3	4·9	18·6	33·5
1960	61	12	6	55	36	98	173	13·3	2·7	1·4	12·1	8·0	21·5	37·8
1959 4th Quarter	68	10	12	58	27	98	177	14·8	2·2	2·5	12·4	5·5	20·3	37·6
1960 1st Quarter	53	12	15	59	40	113	179	12·1	2·7	3·3	13·3	9·2	25·8	40·6
2nd Quarter	63	14	5	56	38	99	175	14·1	3·1	1·0	12·4	8·1	21·4	38·6
3rd Quarter	59	11	3	51	32	85	159	13·1	2·5	0·6	11·1	7·1	18·8	34·9
4th Quarter	68	12	4	56	35	95	179	13·8	2·5	0·7	11·5	7·6	19·8	37·0
1961 1st Quarter	62	15	5	47	31	83	162	12·4	3·0	1·0	9·3	6·4	16·7	32·3
2nd Quarter	80	12	3	55	37	96	189	16·9	2·5	0·7	11·5	7·6	19·7	39·5
3rd Quarter	53	14	5	59	40	105	172	10·9	2·9	1·1	12·2	7·3	20·6	34·5

(*a*) Estimated. (*b*) Including exports to unspecified countries.

RAW COCOA

Quarterly Averages

	Thousand tons							Value in £ million						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL
1955	31	3	17	22	6	44	78	9·5	1·2	5·2	6·8	1·8	13·7	24·5
1956	20	4	27	36	5	68	93	4·3	1·1	5·7	7·6	1·1	14·4	20·0
1957	28	4	22	39	12	72	104	5·5	0·7	4·3	7·7	2·1	14·1	20·3
1958	23	4	18	28	4	50	77	7·1	1·3	5·5	9·0	1·1	15·6	24·0
1959	22	4	24	48	6	79	104	6·1	1·0	6·4	13·3	1·7	21·3	28·4
1960	23	5	27	48	18	92	121	5·3	1·2	5·9	10·6	3·8	20·3	26·9
1959 4th Quarter	18	1	23	41	7	72	90	4·4	0·3	5·9	10·3	1·8	18·0	22·7
1960 1st Quarter	36	10	25	54	18	96	143	8·5	2·5	5·7	12·6	4·2	22·5	33·5
2nd Quarter	27	9	32	54	46	132	168	6·0	2·1	7·0	11·8	9·6	28·4	36·5
3rd Quarter	8	1	27	49	4	79	89	1·8	0·3	5·8	10·7	0·8	17·2	19·3
4th Quarter	22	—	23	34	4	61	83	4·8	0·1	4·9	7·5	0·8	13·2	18·1
1961 1st Quarter	29	7	60	53	9	121	157	6·0	1·3	12·4	10·9	1·7	25·0	32·4
2nd Quarter (*a*)	20	8	103	43	15	162	189	3·5	1·4	16·0	7·8	2·6	26·4	31·3
3rd Quarter (*a*)	24	4	48	77	14	139	167	3·9	0·6	7·8	13·1	2·2	23·1	27·7

(*a*) Partly estimated.

(*Continued on next page*)

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Table 5. (*continued*) — Principal Exports of the Overseas Sterling Area

By Areas of Destination

RAW COFFEE

Quarterly Averages

	Million lb.							Value in £ million						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*a*)	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Othet Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL
1955	15	8	20	20	5	45	70	2·2	1·0	2·6	3·3	0·7	6·6	10·0
1956	18	8	18	18	8	44	70	2·4	1·0	2·9	3·8	1·0	7·7	11·2
1957	18	8	29	19	8	56	82	2·4	1·1	3·7	3·6	1·1	8·4	12·0
1958	18	10	29	21	7	57	84	2·4	1·2	3·6	3·5	1·0	8·1	11·7
1959	21	11	27	21	11	59	92	2·2	1·1	2·6	3·4	1·3	7·3	10·8
1960	20	12	39	22	18	79	114	1·6	1·1	3·2	3·2	1·5	7·9	10·7
1959 4th Quarter	20	11	27	26	13	66	98	1·9	1·1	2·6	4·5	1·2	8·3	11·5
1960 1st Quarter	25	13	39	30	17	85	125	2·4	1·2	3·5	4·8	1·5	9·7	13·5
2nd Quarter	16	12	30	13	19	61	90	1·3	1·0	2·6	1·6	2·1	6·4	8·8
3rd Quarter	17	12	39	13	18	70	99	1·1	1·0	2·7	1·6	1·2	5·6	7·7
4th Quarter	24	10	47	34	18	99	140	1·7	0·9	4·1	4·7	1·1	9·9	13·0
1961 1st Quarter	27	14	57	32	19	108	149	2·0	1·1	5·2	4·3	1·3	10·7	13·9
2nd Quarter	18	9	40	24	23	88	115	1·4	0·8	3·3	3·0	1·8	8·1	10·2
3rd Quarter	19	7	37	13	19	70	96	1·2	0·6	2·6	1·7	1·5	5·8	7·6

(*a*) Including exports to unspecified countries.

TEA

Quarterly Averages

	Million lb.							Value in £ million						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL
1955	104	32	24	4	30	59	195	23·3	8·1	5·8	1·0	8·0	14·8	46·3
1956	140	30	28	6	27	60	235	28·6	6·4	6·1	1·3	5·7	13·1	49·0
1957	120	32	25	4	35	64	217	24·4	6·4	5·2	0·9	7·8	13·9	44·7
1958	136	34	26	5	44	75	245	27·6	6·6	5·3	1·0	8·8	15·2	49·4
1959	118	33	25	6	49	80	231	23·5	6·5	5·1	1·2	9·6	15·9	45·9
1960	118	35	25	6	43	74	227	24·1	6·7	5·1	1·2	9·0	15·3	46·1
1959 4th Quarter	168	39	29	8	62	99	306	34·6	7·9	6·0	1·6	12·2	19·9	62·4
1960 1st Quarter	104	36	28	7	41	76	216	20·5	7·1	5·7	1·5	8·4	15·6	43·2
2nd Quarter	78	32	20	5	33	58	168	15·1	5·8	3·9	1·0	6·6	11·5	32·4
3rd Quarter	123	37	26	6	44	76	237	26·1	6·5	5·2	1·4	9·4	16·0	48·6
4th Quarter	166	36	27	5	54	86	287	34·8	7·2	5·6	1·1	11·4	18·2	60·3
1961 1st Quarter	104	37	27	5	45	78	220	21·0	7·0	5·6	1·0	9·2	15·8	43·8
2nd Quarter	84	30	22	6	33	60	174	16·7	6·8	4·2	1·2	6·4	11·8	35·4
3rd Quarter	138	38	29	7	55	90	266	28·7	5·9	5·7	1·5	11·4	18·6	53·2

NATURAL RUBBER (*a*)

Quarterly Averages

	Thousand tons						Value in £ million						Malayan Imports	
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	WORLD TOTAL (*b*) (*c*)	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	WORLD TOTAL (*b*) (*c*)	Thousand Tons	£ million
1955	72	34	60	71	62	300	19·8	8·7	16·0	18·9	17·0	80·4	91	18·8
1956	68	31	51	67	79	296	16·8	7·0	12·3	16·1	19·2	71·3	91	17·3
1957	63	31	51	59	99	304	14·3	6·8	11·2	13·2	22·8	68·4	91	16·7
1958	60	31	46	60	125	322	12·0	5·7	8·7	11·4	24·8	62·6	103	15·9
1959	49	32	59	66	150	358	12·2	8·0	14·3	16·4	37·7	89·3	115	23·7
1960	50	36	45	70	131	332	13·8	9·9	12·4	19·6	36·4	92·2	105	24·1
1959 4th Quarter	48	33	58	74	157	373	13·3	9·1	15·9	21·0	44·3	104·4	128	30·1
1960 1st Quarter	49	36	58	80	138	363	14·3	10·6	17·1	23·8	40·5	107·0	125	31·0
2nd Quarter	56	39	44	65	119	323	17·2	11·9	13·0	20·0	36·4	98·5	101	25·7
3rd Quarter	44	37	38	68	117	305	12·1	10·0	10·6	18·9	32·6	84·2	89	20·5
4th Quarter	50	30	38	67	151	337	11·6	7·0	8·7	15·7	35·9	79·1	103	19·4
1961 1st Quarter	64	30	39	75	134	342	13·8	6·1	7·6	15·4	28·1	70·9	93	14·9
2nd Quarter	49	32	52	72	128	333	10·7	6·7	9·8	15·1	27·4	69·6	113	17·6
3rd Quarter (*d*)	47	35	52	71	157	362	10·0	7·4	10·2	14·9	33·8	76·3	114	18·1

(*a*) Excluding gutta-percha and jelutong. (*b*) Total exports of rubber from the Overseas Sterling Area includes re-exports from Malaya which are not separately available. Malayan imports of rubber, mainly from Indonesia, given in the right hand columns of this table, indicate the magnitude of this re-export trade. (*c*) Including exports to unspecified countries. (*d*) Partly estimated.

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Table 5. (*continued*) — Principal Exports of the Overseas Sterling Area

By Areas of Destination

COTTON PIECE-GOODS

Quarterly Averages

	Million yards							Value in £ million						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	Total Non-Sterling Countries	World Total (*a*)	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	Total Non-Sterling Countries	World Total (*a*)
1955	35	103	4	2	63	68	228	2·2	6·5	0·2	0·1	3·3	3·7	13·5
1956	40	100	4	2	69	75	225	2·5	6·5	0·2	0·1	3·6	3·9	13·6
1957	58	118	4	2	89	96	272	3·6	7·5	0·3	0·1	4·5	4·9	16·0
1958	57	92	5	3	55	63	212	3·5	5·8	0·3	0·1	2·6	3·1	12·4
1959	79	98	27	3	75	104	281	4·5	6·3	1·5	0·1	3·1	4·7	15·5
1960	91	94	38	4	50	92	278	5·9	6·4	2·1	0·3	2·7	5·1	17·5
1959 4th Quarter	98	111	54	3	121	178	387	5·5	7·0	3·2	0·2	4·7	8·1	20·5
1960 1st Quarter	95	88	46	3	51	100	284	5·5	6·0	2·4	0·2	2·6	5·1	16·7
2nd Quarter	99	88	44	4	35	83	272	6·1	5·8	2·3	0·2	2·0	4·5	16·6
3rd Quarter	86	107	42	3	36	81	275	6·0	7·5	2·4	0·3	1·9	4·6	18·2
4th Quarter	83	94	22	6	77	105	281	6·0	6·2	1·4	0·4	4·5	6·2	18·4
1961 1st Quarter	72	82	17	5	80	101	259	5·5	5·6	1·1	0·3	4·9	6·3	17·6
2nd Quarter	79	96	24	5	54	83	260	5·8	6·4	1·5	0·3	3·0	4·8	17·1
3rd Quarter	52	80	27	4	83	114	247	3·9	5·5	1·7	0·2	5·2	7·1	16·6

(*a*) Including exports to unspecified countries.

JUTE GOODS

Quarterly Averages

	Thousand Tons							Value in £ million						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	Total Non-Sterling Countries	World Total (*a*)	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	Total Non-Sterling Countries	World Total (*a*)
1955	16	57	63	3	72	138	233	1·9	5·2	7·3	0·3	7·5	15·0	24·4
1956	16	59	70	4	62	136	232	1·7	5·1	7·6	0·4	5·7	13·7	22·6
1957	10	58	68	4	91	163	233	1·1	5·8	7·6	0·3	8·3	16·3	23·3
1958	15	54	67	6	74	147	216	1·6	5·0	7·4	0·6	7·0	15·0	21·5
1959	16	63	81	10	94	184	263	1·6	5·2	8·7	0·9	8·3	17·9	24·8
1960	17	62	85	11	87	184	268	2·0	6·2	10·1	1·2	9·4	20·7	29·5
1959 4th Quarter	18	63	66	15	115	197	277	1·8	5·3	7·8	1·4	10·3	19·5	26·7
1960 1st Quarter	16	50	73	15	71	159	231	1·7	4·5	8·4	1·5	6·9	16·7	23·4
2nd Quarter	17	48	98	11	89	198	270	1·9	4·7	10·4	1·2	9·6	21·1	28·4
3rd Quarter	15	81	88	7	101	197	299	1·8	8·3	10·2	0·8	11·1	22·1	32·8
4th Quarter	21	68	80	12	88	180	273	2·8	7·4	11·5	1·5	10·0	23·0	33·4
1961 1st Quarter	13	58	68	13	35	116	192	1·8	6·6	11·3	1·7	5·4	18·4	27·2
2nd Quarter	11	81	87	11	83	181	277	1·6	9·2	12·5	1·6	11·5	25·6	36·7
3rd Quarter	13	81	89	13	77	180	275	1·6	8·8	11·9	1·6	9·6	23·1	33·7

(*a*) Including exports to unspecified countries.

MEAT AND MEAT PREPARATIONS (*a*)

Quarterly Averages

	Thousand tons							Value in £ million						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	Total Non-Sterling Countries	World Total (*b*)	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	Total Non-Sterling Countries	World Total (*b*)
1955	189	9	4	9	8	21	221	28·7	1·8	1·2	1·3	1·1	3·5	34·4
1956	143	9	4	15	9	27	181	24·8	1·6	1·4	1·9	1·1	4·4	31·2
1957	151	10	13	9	10	31	193	26·3	1·8	2·8	1·4	1·6	5·8	34·1
1958	151	9	37	4	8	49	210	27·3	1·8	9·4	0·9	1·3	11·5	40·9
1959	149	10	60	5	7	72	232	26·1	2·1	15·9	1·0	1·1	18·0	46·5
1960	147	9	48	5	10	64	222	26·7	2·0	12·6	1·1	1·2	14·9	43·9
1959 4th Quarter	126	10	54	6	11	70	207	21·3	2·2	13·6	1·1	1·5	16·2	40·0
1960 1st Quarter	177	8	47	6	5	58	245	30·6	1·6	11·7	1·3	0·8	13·8	46·2
2nd Quarter	136	10	55	5	11	70	218	24·5	2·1	14·5	0·9	1·3	16·7	43·6
3rd Quarter	147	11	58	6	15	80	239	27·1	2·2	15·5	1·3	1·5	18·3	47·9
4th Quarter	127	9	34	4	9	47	184	24·8	1·9	8·7	0·9	1·2	10·9	37·9
1961 1st Quarter	154	9	57	4	5	66	234	26·8	1·7	14·3	0·9	0·8	16·0	45·8
2nd Quarter	139	9	70	5	14	88	242	23·5	1·9	18·3	1·0	1·6	20·9	47·5
3rd Quarter(c)	56	7	49	3	3	55	123	12·3	1·5	12·5	0·6	0·6	13·6	29·0
	(61)	(7)	(32)	(5)	(3)	(40)	(108)	(13·2)	(1·5)	(8·7)	(1·1)	(0·5)	(10·3)	(25·3)

(*a*) Exports of meat from South Africa are excluded.
(*b*) Including exports to unspecified countries.
(*c*) Excludes exports from New Zealand for which figures not available. Comparable figures for third quarter 1960 are shown in brackets.

(*Continued on next page*)

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Table 5. (*continued*) — Principal Exports of the Overseas Sterling Area

By Areas of Destination

RAW COFFEE

Quarterly Averages

	Million lb.							Value in £ million						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*a*)	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Othet Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL
1955	15	8	20	20	5	45	70	2·2	1·0	2·6	3·3	0·7	6·6	10·0
1956	18	8	18	18	8	44	70	2·4	1·0	2·9	3·8	1·0	7·7	11·2
1957	18	8	29	19	8	56	82	2·4	1·1	3·7	3·6	1·1	8·4	12·0
1958	18	10	29	21	7	57	84	2·4	1·2	3·6	3·5	1·0	8·1	11·7
1959	21	11	27	21	11	59	92	2·2	1·1	2·6	3·4	1·3	7·3	10·8
1960	20	12	39	22	18	79	114	1·6	1·1	3·2	3·2	1·5	7·9	10·7
1959 4th Quarter	20	11	27	26	13	66	98	1·9	1·1	2·6	4·5	1·2	8·3	11·5
1960 1st Quarter	25	13	39	30	17	85	125	2·4	1·2	3·5	4·8	1·5	9·7	13·5
2nd Quarter	16	12	30	13	19	61	90	1·3	1·0	2·6	1·6	2·1	6·4	8·8
3rd Quarter	17	12	39	13	18	70	99	1·1	1·0	2·7	1·6	1·2	5·6	7·7
4th Quarter	24	10	47	34	18	99	140	1·7	0·9	4·1	4·7	1·1	9·9	13·0
1961 1st Quarter	27	14	57	32	19	108	149	2·0	1·1	5·2	4·3	1·3	10·7	13·9
2nd Quarter	18	9	40	24	23	88	115	1·4	0·8	3·3	3·0	1·8	8·1	10·2
3rd Quarter	19	7	37	13	19	70	96	1·2	0·6	2·6	1·7	1·5	5·8	7·6

(*a*) Including exports to unspecified countries.

TEA

Quarterly Averages

	Million lb.							Value in £ million						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL
1955	104	32	24	4	30	59	195	23·3	8·1	5·8	1·0	8·0	14·8	46·3
1956	140	30	28	6	27	60	235	28·6	6·4	6·1	1·3	5·7	13·1	49·0
1957	120	32	25	4	35	64	217	24·4	6·4	5·2	0·9	7·8	13·9	44·7
1958	136	34	26	5	44	75	245	27·6	6·6	5·3	1·0	8·8	15·2	49·4
1959	118	33	25	6	49	80	231	23·5	6·5	5·1	1·2	9·6	15·9	45·9
1960	118	35	25	6	43	74	227	24·1	6·7	5·1	1·2	9·0	15·3	46·1
1959 4th Quarter	168	39	29	8	62	99	306	34·6	7·9	6·0	1·6	12·2	19·9	62·4
1960 1st Quarter	104	36	28	7	41	76	216	20·5	7·1	5·7	1·5	8·4	15·6	43·2
2nd Quarter	78	32	20	5	33	58	168	15·1	5·8	3·9	1·0	6·6	11·5	32·4
3rd Quarter	123	37	26	6	44	76	237	26·1	6·5	5·2	1·4	9·4	16·0	48·6
4th Quarter	166	36	27	5	54	86	287	34·8	7·2	5·6	1·1	11·4	18·2	60·3
1961 1st Quarter	104	37	27	5	45	78	220	21·0	7·0	5·6	1·0	9·2	15·8	43·8
2nd Quarter	84	30	22	6	33	60	174	16·7	6·8	4·2	1·2	6·4	11·8	35·4
3rd Quarter	138	38	29	7	55	90	266	28·7	5·9	5·7	1·5	11·4	18·6	53·2

NATURAL RUBBER (*a*)

Quarterly Averages

	Thousand tons						Value in £ million						Malayan Imports	
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	WORLD TOTAL (*b*) (*c*)	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	WORLD TOTAL (*b*) (*c*)	Thousand Tons	£ million
1955	72	34	60	71	62	300	19·8	8·7	16·0	18·9	17·0	80·4	91	18·8
1956	68	31	51	67	79	296	16·8	7·0	12·3	16·1	19·2	71·3	91	17·3
1957	63	31	51	59	99	304	14·3	6·8	11·2	13·2	22·8	68·4	91	16·7
1958	60	31	46	60	125	322	12·0	5·7	8·7	11·4	24·8	62·6	103	15·9
1959	49	32	59	66	150	358	12·2	8·0	14·3	16·4	37·7	89·3	115	23·7
1960	50	36	45	70	131	332	13·8	9·9	12·4	19·6	36·4	92·2	105	24·1
1959 4th Quarter	48	33	58	74	157	373	13·3	9·1	15·9	21·0	44·3	104·4	128	30·1
1960 1st Quarter	49	36	58	80	138	363	14·3	10·6	17·1	23·8	40·5	107·0	125	31·0
2nd Quarter	56	39	44	65	119	323	17·2	11·9	13·0	20·0	36·4	98·5	101	25·7
3rd Quarter	44	37	38	68	117	305	12·1	10·0	10·6	18·9	32·6	84·2	89	20·5
4th Quarter	50	30	38	67	151	337	11·6	7·0	8·7	15·7	35·9	79·1	103	19·4
1961 1st Quarter	64	30	39	75	134	342	13·8	6·1	7·6	15·4	28·1	70·9	93	14·9
2nd Quarter	49	32	52	72	128	333	10·7	6·7	9·8	15·1	27·4	69·6	113	17·6
3rd Quarter (*d*)	47	35	52	71	157	362	10·0	7·4	10·2	14·9	33·8	76·3	114	18·1

(*a*) Excluding gutta-percha and jelutong. (*b*) Total exports of rubber from the Overseas Sterling Area includes re-exports from Malaya which are not separately available. Malayan imports of rubber, mainly from Indonesia, given in the right hand columns of this table, indicate the magnitude of this re-export trade. (*c*) Including exports to unspecified countries. (*d*) Partly estimated.

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Table 5. (*continued*) — Principal Exports of the Overseas Sterling Area

By Areas of Destination

COTTON PIECE-GOODS

Quarterly Averages

	Million yards							Value in £ million						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*a*)	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*a*)
1955	35	103	4	2	63	68	228	2·2	6·5	0·2	0·1	3·3	3·7	13·5
1956	40	100	4	2	69	75	225	2·5	6·5	0·2	0·1	3·6	3·9	13·6
1957	58	118	4	2	89	96	272	3·6	7·5	0·3	0·1	4·5	4·9	16·0
1958	57	92	5	3	55	63	212	3·5	5·8	0·3	0·1	2·6	3·1	12·4
1959	79	98	27	3	75	104	281	4·5	6·3	1·5	0·1	3·1	4·7	15·5
1960	91	94	38	4	50	92	278	5·9	6·4	2·1	0·3	2·7	5·1	17·5
1959 4th Quarter	98	111	54	3	121	178	387	5·5	7·0	3·2	0·2	4·7	8·1	20·5
1960 1st Quarter	95	88	46	3	51	100	284	5·5	6·0	2·4	0·2	2·6	5·1	16·7
2nd Quarter	99	88	44	4	35	83	272	6·1	5·8	2·3	0·2	2·0	4·5	16·6
3rd Quarter	86	107	42	3	36	81	275	6·0	7·5	2·4	0·3	1·9	4·6	18·2
4th Quarter	83	94	22	6	77	105	281	6·0	6·2	1·4	0·4	4·5	6·2	18·4
1961 1st Quarter	72	82	17	5	80	101	259	5·5	5·6	1·1	0·3	4·9	6·3	17·6
2nd Quarter	79	96	24	5	54	83	260	5·8	6·4	1·5	0·3	3·0	4·8	17·1
3rd Quarter	52	80	27	4	83	114	247	3·9	5·5	1·7	0·2	5·2	7·1	16·6

(*a*) Including exports to unspecified countries.

JUTE GOODS

Quarterly Averages

	Thousand Tons							Value in £ million						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*a*)	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*a*)
1955	16	57	63	3	72	138	233	1·9	5·2	7·3	0·3	7·5	15·0	24·4
1956	16	59	70	4	62	136	232	1·7	5·1	7·6	0·4	5·7	13·7	22·6
1957	10	58	68	4	91	163	233	1·1	5·8	7·6	0·3	8·3	16·3	23·3
1958	15	54	67	6	74	147	216	1·6	5·0	7·4	0·6	7·0	15·0	21·5
1959	16	63	81	10	94	184	263	1·6	5·2	8·7	0·9	8·3	17·9	24·8
1960	17	62	85	11	87	184	268	2·0	6·2	10·1	1·2	9·4	20·7	29·5
1959 4th Quarter	18	63	66	15	115	197	277	1·8	5·3	7·8	1·4	10·3	19·5	26·7
1960 1st Quarter	16	50	73	15	71	159	231	1·7	4·5	8·4	1·5	6·9	16·7	23·4
2nd Quarter	17	48	98	11	89	198	270	1·9	4·7	10·4	1·2	9·6	21·1	28·4
3rd Quarter	15	81	88	7	101	197	299	1·8	8·3	10·2	0·8	11·1	22·1	32·8
4th Quarter	21	68	80	12	88	180	273	2·8	7·4	11·5	1·5	10·0	23·0	33·4
1961 1st Quarter	13	58	68	13	35	116	192	1·8	6·6	11·3	1·7	5·4	18·4	27·2
2nd Quarter	11	81	87	11	83	181	277	1·6	9·2	12·5	1·6	11·5	25·6	36·7
3rd Quarter	13	81	89	13	77	180	275	1·6	8·8	11·9	1·6	9·6	23·1	33·7

(*a*) Including exports to unspecified countries.

MEAT AND MEAT PREPARATIONS (*a*)

Quarterly Averages

	Thousand tons							Value in £ million						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*b*)	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*b*)
1955	189	9	4	9	8	21	221	28·7	1·8	1·2	1·3	1·1	3·5	34·4
1956	143	9	4	15	9	27	181	24·8	1·6	1·4	1·9	1·1	4·4	31·2
1957	151	10	13	9	10	31	193	26·3	1·8	2·8	1·4	1·6	5·8	34·1
1958	151	9	37	4	8	49	210	27·3	1·8	9·4	0·9	1·3	11·5	40·9
1959	149	10	60	5	7	72	232	26·1	2·1	15·9	1·0	1·1	18·0	46·5
1960	147	9	48	5	10	64	222	26·7	2·0	12·6	1·1	1·2	14·9	43·9
1959 4th Quarter	126	10	54	6	11	70	207	21·3	2·2	13·6	1·1	1·5	16·2	40·0
1960 1st Quarter	177	8	47	6	5	58	245	30·6	1·6	11·7	1·3	0·8	13·8	46·2
2nd Quarter	136	10	55	5	11	70	218	24·5	2·1	14·5	0·9	1·3	16·7	43·6
3rd Quarter	147	11	58	6	15	80	239	27·1	2·2	15·5	1·3	1·5	18·3	47·9
4th Quarter	127	9	34	4	9	47	184	24·8	1·9	8·7	0·9	1·2	10·9	37·9
1961 1st Quarter	154	9	57	4	5	66	234	26·8	1·7	14·3	0·9	0·8	16·0	45·8
2nd Quarter	139	9	70	5	14	88	242	23·5	1·9	18·3	1·0	1·6	20·9	47·5
3rd Quarter(c)	56	7	49	3	3	55	123	12·3	1·5	12·5	0·6	0·6	13·6	29·0
	(61)	(7)	(32)	(5)	(3)	(40)	(108)	(13·2)	(1·5)	(8·7)	(1·1)	(0·5)	(10·3)	(25·3)

(*a*) Exports of meat from South Africa are excluded.
(*b*) Including exports to unspecified countries.
(*c*) Excludes exports from New Zealand for which figures not available. Comparable figures for third quarter 1960 are shown in brackets.

(*Continued on next page*)

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Table 5. (*continued*) — Principal Exports of the Overseas Sterling Area

By Areas of Destination

DAIRY PRODUCTS (*a*)

Quarterly Averages

	Value in £ million						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	WORLD TOTAL (*c*)
1955	22·3	3·1	0·2	1·0	1·2	2·4	27·9
1956	25·1	3·1	0·1	0·6	1·1	1·7	30·1
1957	20·1	3·1	0·2	0·7	1·0	1·9	25·2
1958	16·9	3·0	0·2	0·4	0·6	1·1	21·2
1959	26·2	3·5	0·2	1·3	0·9	2·3	32·1
1960	21·7	3·1	0·3	0·8	1·1	2·2	27·6
1959 4th Quarter	37·6	4·3	0·4	3·9	1·3	5·6	47·5
1960 1st Quarter	33·5	3·5	0·2	3·1	1·0	4·3	41·6
2nd Quarter	14·6	2·5	0·2	—	0·8	1·0	18·3
3rd Quarter	13·1	3·5	0·1	0·1	1·1	1·3	18·6
4th Quarter	25·7	3·1	0·6	0·1	1·5	2·3	31·8
1961 1st Quarter	24·1	3·3	0·7	0·1	0·9	1·7	29·9
2nd Quarter	14·5	2·7	0·4	—	1·1	1·5	19·8
3rd Quarter (*d*)	4·7	1·5	—	0·2	0·8	1·0	9·0
	(3·2)	(2·1)	—	(0·1)	(0·7)	(0·8)	(6·9)

HIDES AND SKINS (*b*)

Quarterly Averages

	Value in £ million						
	United Kingdom	Overseas Sterling Area	North America	E.E.C. Countries	Other Non-sterling Countries	TOTAL NON-STERLING COUNTRIES	**WORLD TOTAL (*c*)**
1955	5·5	0·4	2·3	5·9	1·2	9·4	**16·3**
1956	5·4	0·3	2·4	6·2	1·7	10·3	**16·8**
1957	5·1	0·3	1·9	8·3	2·2	12·4	**18·0**
1958	4·2	0·3	1·7	6·7	2·2	10·6	**15·6**
1959	5·9	0·5	2·8	8·9	3·7	15·4	**22·6**
1960	5·2	0·6	2·6	8·9	3·7	15·3	**21·7**
1959 4th Quarter	6·2	0·5	1·8	11·1	4·3	17·2	**24·6**
1960 1st Quarter	5·8	0·5	3·1	9·0	4·3	16·3	**23·3**
2nd Quarter	5·6	0·6	3·7	9·2	4·3	17·2	**24·0**
3rd Quarter	4·9	0·7	2·1	9·1	2·9	14·2	**20·3**
4th Quarter	4·4	0·6	1·7	8·5	3·3	13·4	**19·1**
1961 1st Quarter	4·4	0·4	3·0	8·5	3·4	14·9	**20·3**
2nd Quarter	5·3	0·6	3·3	9·3	2·6	15·2	**21·6**
3rd Quarter (*d*)	4·2	0·4	1·5	9·2	2·8	13·6	**18·7**
	(4·2)	(0·5)	(1·4)	(7·7)	(2·6)	(11·6)	**(16·8)**

(*a*) Milk, cream, butter, cheese and eggs. (*b*) Including hides and skins exported from India in the rough tanned condition. Excluding fur skins. (*c*) Including exports to unspecified countries. (*d*) Excludes exports from New Zealand for which figures not available. Comparable figures for third quarter 1960 are shown in brackets.

Other Exports of the Overseas Sterling Area

Quarterly Averages

	Value in £ million												
	Timber	Iron Ore	Fruit	Fish	Diamonds	Tobacco and Manufactures	Rice	Vegetable Oils	Oilseeds and Nuts	Spices	Mica	Sisal	**Manganese**
1955	7·7	3·9	20·7	7·9	10·9	9·3	18·8	17·9	20·4	4·8	1·5	3·0	4·8
1956	8·3	5·2	22·4	9·0	11·6	9·9	17·5	16·0	22·1	4·6	1·7	3·2	4·9
1957	9·4	6·1	22·8	9·0	13·5	9·7	15·5	14·1	19·7	4·0	1·6	2·9	9·0
1958	9·7	5·7	26·6	9·2	12·8	10·5	13·1	11·7	21·7	3·9	1·8	3·2	5·7
1959	12·1	6·9	23·9	10·3	14·7	11·6	15·8	14·2	25·3	4·0	1·9	4·1	4·5
1960	15·3	9·0	25·3	11·0	16·6	12·9	15·8	12·8	23·8	5·6	1·9	5·0	5·3
1959 4th Quarter	13·5	6·7	16·6	11·2	13·0	6·7	15·3	15·0	23·2	6·0	2·0	4·9	3·8
1960 1st Quarter	13·2	7·8	22·4	12·0	15·2	7·1	21·0	11·5	24·9	6·9	1·6	5·1	4·3
2nd Quarter	15·7	10·9	37·1	12·0	16·2	17·0	21·9	14·7	26·6	4·2	1·9	4·4	6·1
3rd Quarter	17·0	9·1	24·4	9·0	17·9	19·6	12·5	14·2	21·6	5·3	2·1	5·7	6·0
4th Quarter	15·2	8·1	17·5	11·0	17·1	7·7	7·8	10·9	22·0	6·0	1·9	4·9	4·8
1961 1st Quarter (a)	16·0	7·9	22·8	12·8	14·7	8·2	12·3	12·5	23·7	6·4	1·9	4·7	3·8
1nd Quarter (a)	14·9	11·7	37·5	11·6	23·0	20·9	21·8	13·8	23·9	5·3	1·8	4·8	4·7
3rd Quarter (a)	15·8	10·6	23·6	10·0	17·2	18·2	18·9	13·1	27·3	5·7	1·9	4·5	4·0

(*a*) Partly estimated except for iron ore, mica, sisal and manganese.

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B.O.T. Departments, Overseas Officers and Commercial Inquiry Officers

Last published in Board of Trade Journal

Directory of Board of Trade Departments and Their Work	8 Apr. 1960
British Commercial Representatives Overseas	19 Jan. 1962
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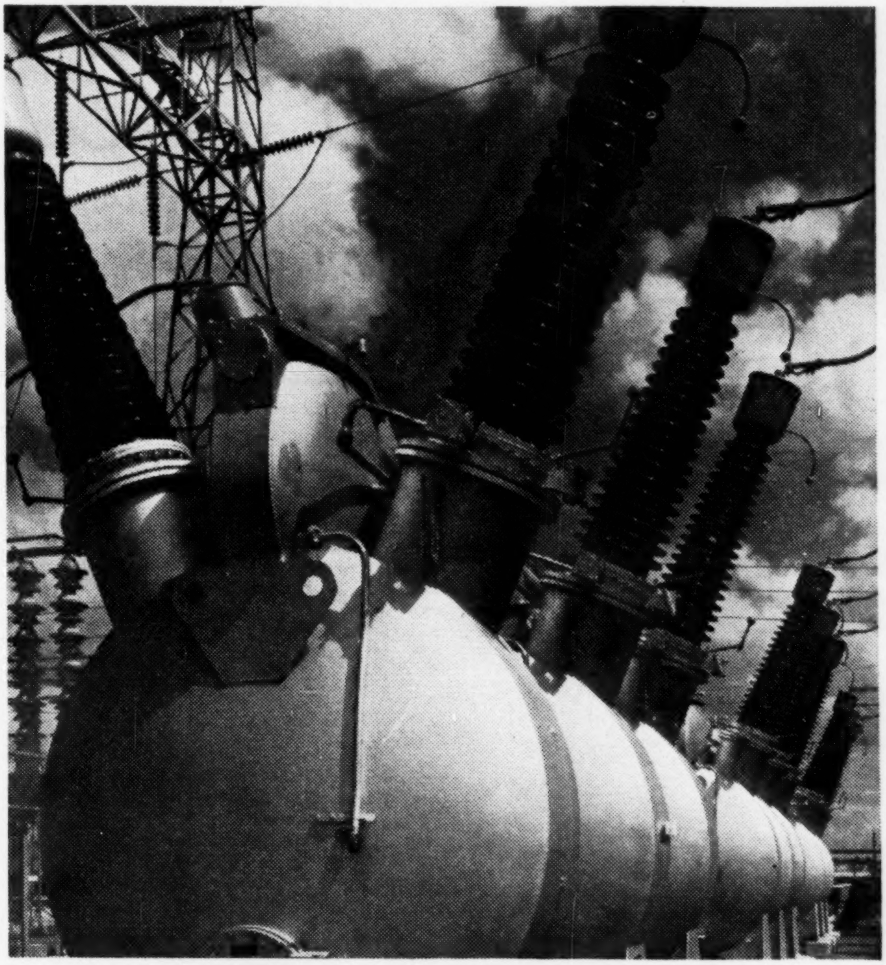
U.S. Consular Offices in the U.K.	21 July 1961

Reprints of the 'Directory of Board of Trade Departments and Their Work' are obtainable from H.M. Stationery Office, price 1s. 0d. (by post 1s. 2d.).

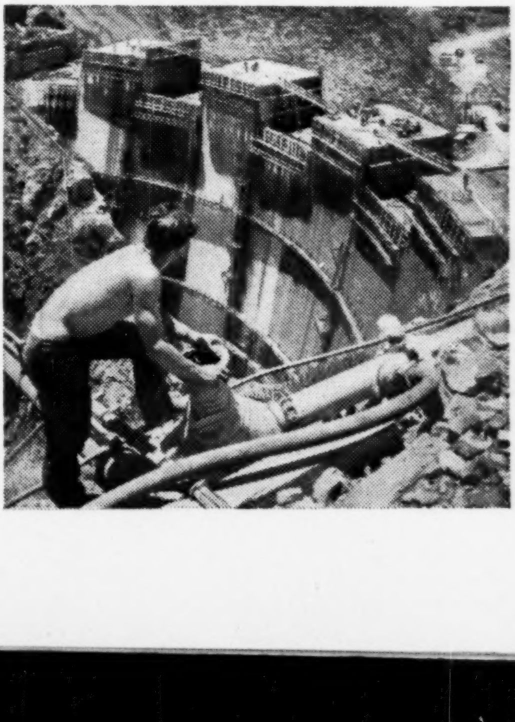
AUSTRALIA/country, continent . . . a world of opportunity

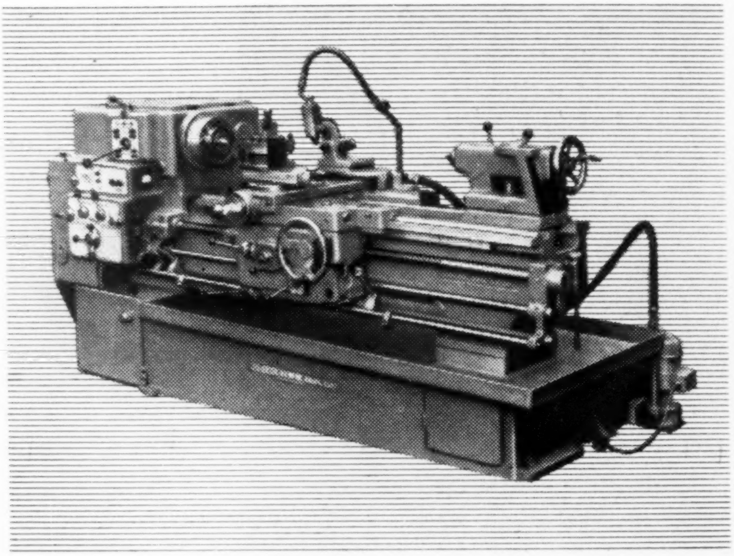


A skyline of circuit breakers symbolises the rapid growth in Australia's power supply.
Below: Construction work on one of the huge concrete dams in the £A400 million Snowy Mountains Hydro-Electric Scheme.

NEW POWER BEHIND AUSTRALIA

Diverting the flow of four rivers through 3,000 square miles of alpine country; building new power stations on black coal fields; turning a brown coal field of 22,000 million tons into one of the world's major fuel and power production centres—this is the scale on which Australia is developing her power resources. Australia's total capacity of stations generating for public supply, rose by over 23% in the two years to July 1961 to reach 6,388,000 kW. Of five hydro-power projects now in hand, one—the Snowy Scheme—is among the greatest engineering feats ever undertaken by man. With a capacity of some 2,555,000 kW, it will generate electricity in 11 power stations, while feeding irrigation water to open up new farmland. Much of the special equipment needed is being made in Australia. Not only is Australia abreast of the latest technical developments in the more conventional power generating fields, but is actively engaged in atomic power and solar research, at Lucas Heights (N.S.W.) and elsewhere. Those overseas companies already located in Australia are confident of the potential of this vigorous, developing nation. Australia welcomes them and welcomes their contribution to the continuing growth and stability of the Australian economy. Representatives of the Australian Government in the United Kingdom will be glad to provide further information about trade, investment and immigration. Further information can be obtained at Australia House and at the Offices of the Agents-General for the Australian States.





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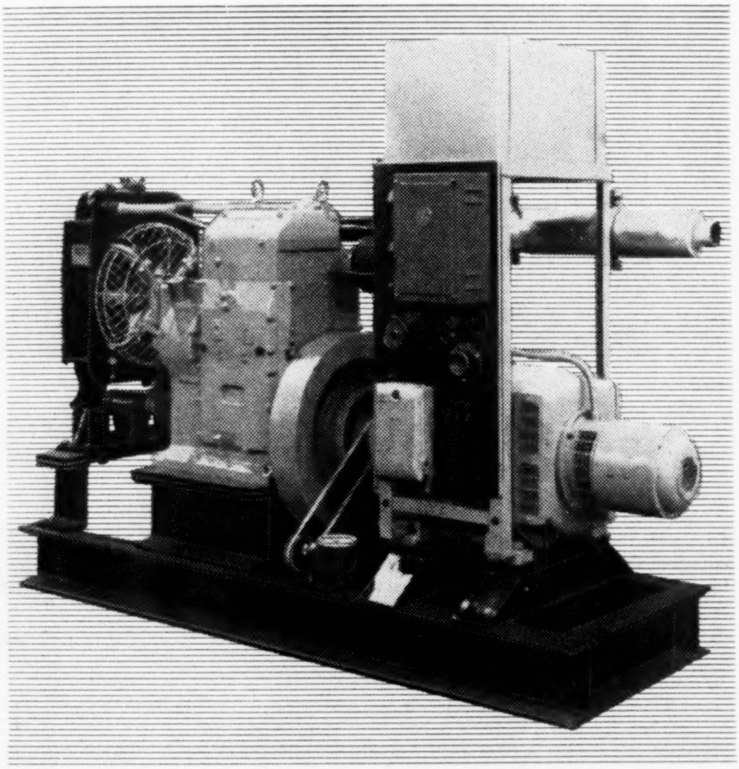

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GP/57

Eighth Stationery Fair Opened by Mr. Iain Macleod

REFERENCE TO THE Common Market was made by Mr. Iain Macleod, Leader of the House of Commons, and Chancellor of the Duchy of Lancaster, when he spoke at the inaugural luncheon of the Eighth Stationery Trade Fair at Alexandra Palace, London, on February 19. The Fair closes today, February 23. Mr. Macleod said that legislation would be necessary if it was possible for Britain to join the Common Market. One did not know how many Bills would be needed, but the attitude of the Government was clear. 'We hope very much that these difficulties will be resolved and that we will be able to join the Common Market.'

Mr. Macleod thought the attitude taken by the Government in their labour towards the link in the E.E.C. was at least realistic. There were, however, two points to observe: the importance of manufacturers seeking to further their links and contact with Europe, and the development of the close links of our system with similar links in Europe.

More than 120 firms exhibited in the spacious halls of Alexandra Palace, a third more than last year. Many of the exhibitors arranged for the introduction of their new lines to coincide with the Fair.

A few of the articles shown for the first time and which proved popular with the visitors included boxed floral cards, wedding horseshoes and 21st birthday keys decorated with dress sprays of roses, peonies, orchids and gardenias, as well as several new silver horseshoe cake ornament designs. Other features were a range of American crystal-clear acrylic gifts embedded with seashells, cones, flowers and coins in the form of desk sets, pen sets, letter openers, letter racks and paper weights, and a colourful and practical new range of American skid-proof foam rubber backed place mats gift boxed in attractive shapes of fruit, vegetables and traditional designs.

Other exhibits included calendars, souvenir books, unbreakable plastic Christmas decorations, a new range of children's stationery; and many other products in which interest was shown by overseas visitors.

Mr. H. L. Morley, chairman of the Stationers' Association of Great Brtain and Ireland, said that the trade's export performance last year was in the order of £2 to £3 million. He ventured to suggest that British stationery manufacturers would be able to hold their own with their Continental neighbours in the event of Britain joining the Common Market.

British Export Bid at French Flower Show

THE BOARD OF TRADE is collaborating with the newly-formed Federation of British Horticultural Exporters in staging a British exhibit at Floralies Valenciennoises, the leading international flower show at Valenciennes, in Northern France, opening April 27 and closing May 7.

Thirty firms will be taking part in the British exhibit, which will consist of an indoor display of plants and flowers in the five-acre exhibition building and an outdoor display of British gardening products. It will cover more than 800 square yards. The 'Garden of Tomorrow' will be a prominent feature of the outdoor display. It will include a greenhouse with automatic temperature and humidity control, an automatic lawn mower and automatic irrigation devices.

The Royal Horticultural Society's Gardens at Wisley and Windsor Great Park are among the famous gardens contributing plants to the indoor display, which will include a woodland garden and a combined exhibit of orchids.

Floralies Valenciennoises is expected to attract 4,000,000 visitors and thus forms an excellent starting point for an export drive on the Continent. The British exhibit is the pioneer venture of the Federation of British Horticultural Exporters, which has been set up to co-ordinate the industry's efforts to increase its exports.

Many Overseas Buyers at Leather Goods Fair

SOME 130 EXHIBITORS took part in the tenth Leather Goods Industries Fair, held again at the Mount Royal Hotel, London, from February 12 to 16 .

This fair, which is limited to trade buyers, brings together a vast range of travel goods, handbags, sports bags, fitted cases and personal goods such as wallets and purses, made of leather, plastics, fibre and other materials. Among the many novelties shown this year were a battery-operated electric manicure set in a leather case, and handbags made in a recently developed leather with a surface impervious to lip-stick or ballpoint ink stains.

The holiday trade boom continues to stimulate demand for popular-priced luggage, and many new styles were shown at Mount Royal, where a high proportion of the industry's £20 million annual output was sold to buyers from home and overseas.

Although the United States remains the chief market for British leather goods, increased exports to West Germany and other European countries are reported by the organizers of the fair, who also point out that the figure for total exports – valued at over £2 million – relates only to crated goods dispatched by sea and air freight and does not include the high proportion of small leather goods – valued at another £1 million – that are sent overseas each year by parcel post.

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Preformed Line Products (Great Britain) Ltd., of Andover, have, through their agents in Israel, acquired space at a permanent exhibition held at the Engineer's House at Haifa. Seen here is a section of the firm's products on display.

NOTICE

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of the Tariff Customs and Import Regulations of Overseas Countries. Every attempt is made therefore to group countries by Continents as far as possible. The leading notice is selected on the basis of its overall importance to traders. The fact that a country occasionally appears out of context arises from technical modifications unavoidable in the making-up of these pages.

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Participation in 1961 :

57 countries
36 official national exhibitions
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U.K. Firms Welcomed at Nuremberg Toy Fair

The International Nuremberg Toy Fair which was held from February 11-16 was the largest to date. In all some 971 West German and other foreign manufacturers, including a strong and representative delegation from the United Kingdom took part. Of the 53 United Kingdom firms seventeen were grouped on a stand together which was located in the "Max Scheerer Haus", a new four storey building, which was completed literally on the eve of the opening. This display, which was organised by the British Toy Manufacturers Association in conjunction with the Board of Trade, again proved that many of our smaller toy manufacturers are not only able to compete in price with their foreign rivals but are also able to offer products, which by virtue of their originality and quality are willingly accepted. Among these firms were a number exhibiting at Nuremberg for the first time and all without exception have stated that it is their intention to return again in 1963.

A further United Kingdom Group of eight firms and one particularly worthy of praise for their enterprise and initiative was situated in the 'Leichtbauhalle "A" ' which, although only a temporary building erected for the duration of the Fair afforded adequate facilities for the display. This group stand, which was organised by the Model Engineering Trade Association in conjunction with the Board of Trade, gave West German and other foreign buyers the opportunity for the first time of viewing a range of model railway equipment. One particularly interesting feature of the M.E.T.A. display is that competitive manufacturers had their products on display side by side, a fact which typified the spirit with which these enterprising United Kingdom firms have tackled the competitive European market. Mr. R. J. Raymond, President of the Model Engineering Trade Association in summing up experiences at the Fair said that the Nuremberg visit had been very worthwhile. He said that a considerable number of serious trade enquiries had been received and that substantial orders had been received from Holland for locomotives and from Western Germany for railway tracks. A scale model of Stephensons 'Rocket' was also received with enthusiasm. Some of the goods displayed on the M.E.T.A. stand are, as the result of an arrangement made during the Fair with a French wholesaler, being taken on to the Toy Fair at Lyon. Buyers from France, Italy and Germany commented that the model railway equipment shown by the M.E.T.A. members was both competitive in price and excellent in quality.

A further addition to United Kingdom prestige was the stand erected by Lines Bros., London, which, covering an area of 800 square metres was the largest individual stand at the Fair. In addition to the display facilities for the wide range of toys, the stand was equipped with a cinema and conference rooms - even the kitchen was not forgotten!

Such well known names as Rosebud, Meccano, Mettoy, Britains, Selcol and Lesney to mention only a few exhibited independently and were all well satisfied with the results of the Fair. These as well as the other United Kingdom exhibitors were now well known and established members of the Nuremberg 'family of exhibitors' and are doing an excellent job in promoting United Kingdom toy exports. They have also, over the years, built up a considerable amount of goodwill and the Fair authorities have said that United Kingdom firms are particularly welcome at Nuremberg.

According to information issued by the organisers at the end of the Fair in spite of heavy snowfall and gale force winds over 15,000 buyers from some fifty countries attended. The Fair covered an area of 34,000 square metres which, state the organizers, is the largest specialised Toy Fair in Europe. In spite of the fact that the new building provided an additional 10,000 square metres of space this year there is still some difficulty in satisfying all exhibitors' requirements. Early application is therefore strongly advisable either to the Fair authorities direct at Internationale Spielwarenmesse Spielwarenmesse GmbH, Nürnberg Berliner Platz 24, or through their London agents: Lep Transport Ltd., Mr. Kreinczes, Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

Design in Aluminium

THE ALUMINIUM Development Association has collaborated with the Council of Industrial Design in a special display of about 50 aluminium products which can be seen at the Design Centre, 28 Haymarket, London, from February 12,-March 10. It shows how the properties of aluminium can be usefully exploited by the designer in industry to produce good looking functional products.

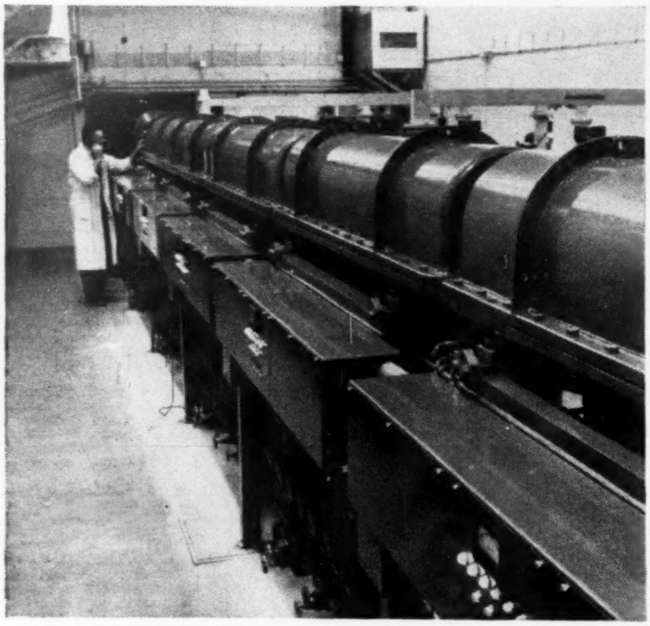
British Weeks and Store Promotions in 1962-3

MANY BRITISH Weeks and store promotions of British goods are being arranged for 1962 and the early part of 1963. A list of those which have been notified to the Board of Trade and its advisory group and which, in most cases, are receiving such help as the loan of suitable display materials, is published below.

The organizers or 'contacts' named are in the first place anxious to ensure that interested British firms have made arrangements for stocks of their goods to be held by the appropriate stores at the material times, supported where possible by point-of-sale display. In the second place they are invariably glad to receive offers of 'special features', which might range from the more or less spectacular demonstration of a product to the provision of an attractive exhibit, of historical or artistic merit, forming a background to the goods for sale.

PLACE	NAME OF PROMOTION	DATES	ORGANIZERS and/or CONTACTS
Asuncion, Paraguay	Store Display	1962 March	Commercial Department, British Embassy, Casilla de Correo 404, Asuncion.
Helsinki and Tampera.	Store Promotion, Stockmanns.	March 2 to 15	Stockmanns, Helsinki.
Phoenix, Arizona	Store Promotion, Goldwater Stores.	March 19 to 31	British Consulate-General, 3324 Wilshire Boulevard, Los Angeles 5.
Tokyo	Store Promotion, Takashimaya.	Spring	Commercial Department, British Embassy, 1 Ichibancho, Chiyoda-ku, Tokyo.
Lugano, Lucerne, Basle, Lausanne, Chur.	Store Promotions, Grands Magasins, Rheinbrucke.	April 27 to June 30	Mr. B. Loring, The Myer Emporium, 8 Brook Street, London, W.1. Telephone: Grosvenor 1543.
Ingelheim - am - Rhein.	British Days in Ingelheim	March 30 to April 15	Dr. F. Lachenal, C. H. Boehringer Sohn, Ingelheim-am-Rhein, Germany.
Seattle	Stores Promotion, Fredrick & Nelson.	May	Commercial Section, British Consulate-General, 1216 Norton Building, Seattle, 4.
Seattle	Store Promotions (Food), Tradewell Stores and Safeway Stores.	May	Commercial Section British Consulate-General, 1216 Norton Building, Seattle, 4.
Berlin	British Fortnight (including Kaufhaus des Westens Store Promotion).	April 30 to May 12	Commercial Section, British Consulate, B.F.P.O. 45, Berlin.
Stockholm	Store Promotions, Nordiska Kompaniet & P.U.B. (coinciding with British Trade Fair).	May-June	British Overseas Fairs Limited, 21 Tothill Street, London, S.W.1.
Portland, Oregon	Store Promotion, Meier & Franks.	Summer-Autumn	Commercial Section, British Consulate-General, 1216 Norton Building, Seattle, 4.
Kansas City, Missouri.	Britannica Festival, Country Club Plaza Association.	September	H.M. Consul, 922 Walnut Street, Kansas City, 6.
Geneva	British Week	October 1	J. S. Rooke, Commercial Department, British Embassy, Willadingweg 83, Berne.
Bergen.	Gateway to Britain Week	October	North-East Industrial & Development , Association, 9 Eldon Square. Newcastle - on - Tyne. (Brig. R. F. Ware.)
San Francisco	London Week	November	British Consulate-General 2516 Pacific Avenue 1, San Francisco 15, California.
San Diego, Calif.	Store Promotion, Mission Valley Center.	1963 So far undecided	British Consulate-General, 3324 Wilshire Boulevard, Los Angeles 5, California.
Tokyo	British Week	Spring	Commercial Department, British Embassy, 1 Ichbancho, Chiyoda-ku, Tokyo.
Munich	British Festival	May 27 for two to three weeks	British Consulate, Akademiestrasse 7-9, Munich.
Adelaide	British Week	During 1963	Export Publicity & Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel.: Trafalgar 8855, Ext. 3118) *or* British Trade Commis- F.C.A. Building, 15 Franklin Street, Adelaide.
Miami, Florida	Store Promotion, Jordan Marsh.	During 1963	British Consulate, 732 Ingraham Building, Miami 32, Florida.
Panama	British Week, Textile/Motor Show (under discussion).	Spring	Commercial Department, British Embassy, Panama City.

British Linear Accelerator for West Germany



An adjustment being made to the 35 ft. tube of a 40 MeV linear accelerator made by A.E.I. Ltd., for use in conjunction with D.E.S.Y., Hamburg, electron synchrotron.

from
25 March
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1962

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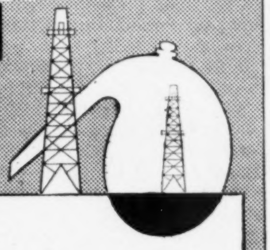

CHEMICAL & PETROLEUM ENGINEERING EXHIBITION

The 2nd Chemical and Petroleum Engineering Exhibition, the largest oil production and refining equipment exhibition ever held in Europe, opens at Olympia on June 20th. Occupying over 450,000 square feet, the exhibition is designed to keep everyone in Chemical and Petroleum Engineering informed on the newest, most economic and efficient equipment and techniques. Nearly 500 companies will be taking part, displaying plant, machinery, instruments and ancillary equipment for the extraction, production and exploitation of chemical and petroleum products of ever-increasing diversity.

Concurrently with the Exhibition, the **3rd Congress of the European Federation of Chemical Engineering** will take place in a specially-built lecture theatre adjoining the main area and seating over 1,000 people. Subjects to be discussed will include "Process Optimisation", "Interaction between Fluids and Particles", "Handling of Solids" and "The Physics and Chemistry of High Pressures"

The **4th Congress of the Federation of European Petroleum Equipment Manufacturers** will be held from 25th - 28th June at Church House, Westminster. Subjects to be covered here include "Automation", "New Corrosion - resistant Materials", "Temperature Insulation", "Aircraft Refuelling" and "Future Trends in the Design of Drilling Equipment".

Sponsored by:
British Chemical Plant Manufacturers Association
Council of British Manufacturers of Petroleum Equipment

For further information please apply to the organisers:
F. W. Bridges & Sons Limited, 641 Grand Buildings, Trafalgar Square, London, W.C.2

JUNE 20TH-30TH 1962
OLYMPIA-LONDON

Overseas Trade Section

Trade and Financial Arrangements

France and Poland

THE FRENCH *Moniteur Officiel du Commerce International* of January 27, 1962, published details of a new trade agreement between France and Poland signed in Paris on January 22, 1962. The new commercial agreement between France, the Republics of Cameroun, Central Africa, Congo, Dahomey, Gabon, Upper Volta, Chad, Islamic Republic of Mauretania, and the Malagasy Republic on the one hand and the Peoples' Republic of Poland on the other is valid for one year from January 1 to December 31, 1962.

Exports from France, the above mentioned African States and the Malagasy Republic to Poland may include breeding animals, various food products, wines and spirits, phosphates, dyestuffs, raw materials and pharmaceutical products, outer covers and inner tubes, chemical products, exotic woods and plywood, newspapers and periodicals, textiles, iron and steel products, various mechanical and electrical equipment, vehicles and parts, and cinematograph equipment.

Polish exports to France may include agricultural and food products, tobacco, coal, chemical and pharmaceutical products, textiles, leather and rubber footwear, glassware, machine tools, various mechanical and electrical equipment and bentwood furniture. Polish exports to certain African States and the Malagasy Republic may include confectionery, pharmaceuticals, textiles, rubber footwear, enamelled and galvanized household wares, motorcycles and parts and bentwood furniture.

The French text of the notice giving full lists of products to be exchanged may be seen at the Export Services Branch, Board of Trade, Room, 722, Lacon House, Theobalds Road, W.C.1.

Turkey and U.S.S.R.

THE TURKISH authorities have published a list of import and export quotas attached to the Protocol signed on January 6, 1962, concerning the exchange of goods between Turkey and the U.S.S.R. in accordance with the Trade Agreement of October 8, 1937.

The goods which it is proposed should be exported from Turkey to the U.S.S.R. include dried fruit, valonia, citrus, tobacco, wool and livestock.

The goods which it is proposed should be exported from the U.S.S.R. to Turkey include wood pulp, paper pulp, paper, iron and steel products, machinery, vehicles and spare parts.

All inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Ext. 679.)

Potential Customers for U.K. Exports

BESIDES PROVIDING the *Export Service Bulletin* which, on a subscription basis, gives United Kingdom exporters news of specific overseas needs that come to the department's notice, the Board of Trade maintains lists of importers of various products in most countries which will be supplied on request. Application should be made to Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1, or to the appropriate Regional Office of the Board.

Japan and France

A NEW TRADE agreement between Japan and France was signed in Tokyo on January 23, 1962. It covers the period from October, 1961 to September, 1962 and will govern trade between Japan and France, French overseas territories, and most of the former French African colonies.

The agreement provides for the increase from $7 million to $14 million of the annual allocation of foreign exchange made by France for imports from Japan still subject to quota restrictions. Japan, for her part, will accord France the benefits of liberalization measures which came into effect in December, 1961.

By a separate exchange of documents the two countries agree, for a period of three years in the first instance, to apply minimum tariff rates to each others products.

A French text of the agreement including a list of French import quotas may be examined at Tariff Section, Export Services Branch, Board of Trade, Room 722, Lacon House, Theobalds Road, W.C.2. (Telephone: Chancery 4411, Extn. 386.)

India and Eastern European Countries

DURING THE LAST four months there have been a series of trade talks between India and various countries in Eastern Europe. As a result India has signed Protocols or exchanged letters regarding trade in 1962 under existing Trade Agreements, with **Hungary, Poland, Czechoslovakia, Yugoslavia, East Germany and Bulgaria.**

Copies of these documents may be seen on application to Export Services Branch (Tariff Section), Board of Trade, Room 805, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Extn. 680.)

'Hints to Businessmen' Visiting Ecuador

A REVISED EDITION of the booklet on Ecuador has been published in the series of 'Hints to Business Men'.

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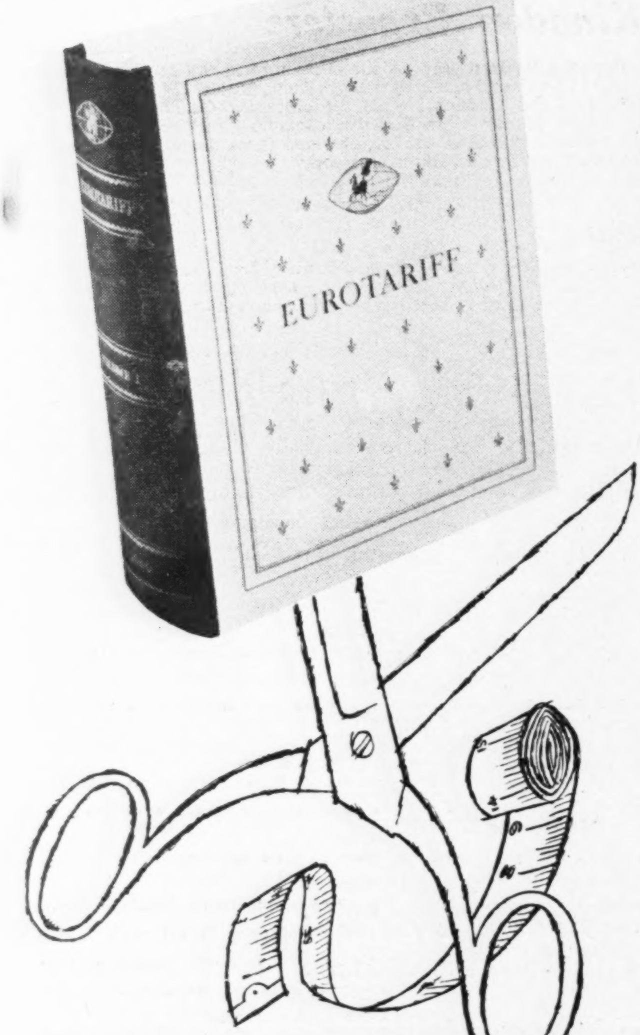

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Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin.*

The *Bulletin,* published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room 614, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Ext. 778.) Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1. Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

General (Inquiries by telephone: Chancery 4411, Ext. 738 and 771).

ARGENTINA

Rails, Fish Plates and Bolts for the State Coal Board. April 2. E.S.B. 5230/62.

Printers Machinery for Provincial Government of Misiones. March 8. E.S.B. 5232/62.

Compressor Plant for The State Gas Organization. (Further Information) Closing date postponed to March 12. E.S.B. 39654/61.

Ministry of Public Works:

Study of Hydraulic Problems Relative to the Construction of a new Port. (Further Information). April 30. E.S.B. 39324/61.*

Remodelling of Port. April 30. E.S.B. 4273/62.

AUSTRALIA

Fire Fighting Equipment for Townsville Regional Electricity Board. March 7. E.S.B. 3884/62.*

Transformers for The Sidney City Council. May 24. E.S.B. 3888/62.*

Reclosers for Cairns Regional Electricity Board. May 15. E.S.B. 5564/62.

Dust Precipitation Plant for Electricity Commission of N.S. Wales. April 30. E.S.B. 3887/62.*

Transformers for Brisbane City Council. April 13. E.S.B. 4276/62.*

Pumping Plant for Hydro-Electric Commission of Tasmania. Tender documents now available for loan. E.S.B 4290/62.*

Electrical Equipment for The State Electricity Commission of Western Australia. March 29. E.S.B. 4693/62.*

State Electricity Commission of Victoria:

Tele-Metering Equipment. March 5. E.S.B. 3882/62.*

Switchgear and Accessories. March 13. E.S.B. 4611/62.*

Postmaster-General's Department:

Telephone Equipment. April 12. E.S.B. 4277/62.*

Mechanics Gauges. April 10. E.S.B. 4278/62.*

Electron Tubes. April 17. E.S.B. 4279/62.*

BOLIVIA

Electrical Equipment for Bolivian Development Corporation. (Further Information) Closing date now March 12 and March 19. E.S.B. 2378/62.*

BRUNEI

Radio Mast for Department of Broadcasting and Information. March 15. E.S.B. 5558/62.

BURMA

Alcohol Distillery for Burma Pharmaceutical Industry Board. (Further Information) Closing date postponed to April 20. E.S.B. 39333/61.

The Union of Burma Purchase Board:

Steel Wire Rope. March 6. E.S.B. 5223/62.*

Wheel Valves and Accessories. March 6. E.S.B. 4700/62.*

Nuts and Bolts. March 8. E.S.B. 5554/62.*

Bituminous Felt. March 6. E.S.B. 4695/62.*

Augers-Eyed. March 7. E.S.B. 5553/62.*

Asbestos. March 8. E.S.B. 5555/62.*

Draw Vice and Key. March 7. E.S.B. 5552/62.*

Drills, Twists, Steel Sleeves. March 7. E.S.B. 5546/62.*

Sandpaper. March 7. E.S.B. 5551/62.*

Fire Extinguishers. March 6. E.S.B. 4696/62.*

Iron Pipes; Steel Tubes. March 6. E.S.B. 4697/62.*

Saw Blades. March 6. E.S.B. 4698/62.*

Shovels. March 6. E.S.B. 4699/62.*

Spanners. March 6. E.S.B. 5222/62.*

Cork Sheets and Plates. March 6. E.S.B. 5224/62.*

Pawl Fuses. March 6. E.S.B. 5225/62.*

Rubber Belting. March 7. E.S.B. 5547/62.*

Brass Eyelet and Rings. March 7. E.S.B. 5548/62.*

Drain Cleaning Rods. March 7. E.S.B. 5549/62.*

Nail Pullers; Sledge Hammers. March 7. E.S.B. 5550/62.*

CEYLON

Air Conditioning Plant for Ministry of Agriculture, Land Irrigation and Power. April 10. E.S.B. 4682/62.

Transmitter/ Receivers for Colombo Port Commission. March 7. E.S.B. 5235/62.

CONGO REPUBLIC

La Section des Approvisionnements:

Pencil Sharpeners. March 8. Tender documents (in French) available. E.S.B. 5206/62.*

Dating Machines; Automatic Numerators. March 6. Tender documents (in French) available. E.S.B. 5207/62.*

Staple Removers; Perforators. March 13. Tender documents (in French) available. E.S.B. 5208/62.*

Stylus Pens; Stencil Eraser. March 19. Tender documents (in French) available. E.S.B. 5209/62.*

Ball Point Pens. March 22. Tender documents (in French) available. E.S.B. 5204/62.*

Hardware. March 9. Tender documents (in French) available for loan. E.S.B. 5205/62.*

EGYPT

Pipes for Cairo Water Administration. April 1. E.S.B. 5565/62.*

Bridge Building for Cairo Governorate. May 19. E.S.B. 4610/62.*

Aerial Spraying for the Ministry of Agriculture. February 28. E.S.B. 4609/62.

The Egyptian Railways:

Permanent Way Maintenance Equipment. March 17. E.S.B. 4275/62.

Lubricating Oil. March 12. E.S.B. 5566/62.

Engineers' Hand Taps Materials, etc.. March 17. E.S.B. 5568/62.

Welding Rod Carbon. March 20. E.S.B. 5569/62.

Helical Bearing Springs. March 31. E.S.B. 5572/62.

FRANCE

Mattresses for Supreme Headquarters Allied Forces, Europe. March 2. E.S.B. 3886/62.*

GERMAN FEDERAL REPUBLIC

N.A.T.O. Infrastructure Contracts; Oil Storage Depot for the German Authorities. Apply by March 9. Reference: G.D. 2778/61. (194).

GHANA

Sterilizers for Ghana Supply Commission. March 5. E.S.B. 4690/62.*

GREECE

Cellulose Acetate Powder for Public Power Corporation, Athens. March 8. E.S.B. 4283/62.*

Ministry of Commerce:

Cast Iron Pipes. (Further Information) Closing date now March 15. E.S.B. 34314/60.*

Packing Material. March 15. E.S.B. 4280/62.*

Typewriters. March 13. E.S.B. 4688/62.*

HONDURAS REPUBLIC

Sub-Station Equipment for Empresa Nacional de Energia Electrica. May 12. E.S.B. 4694/62.

Telephone Plant for The Ministry of Communications and Public Works. March 23. E.S.B. 4294/62.

HONG KONG

Detergent for Government Stores Dept. March 16. E.S.B. 5293/62.*

INDIA

Aerial Ropeway Equipment for J. & K. Minerals Ltd. (Further Information) Tender documents now available for loan. E.S.B. 3181/62.*

Fork Lift Trucks for Hindustan Photo Films Manufacturing Co. Ltd. March 7. E.S.B. 5544/62.*

Electrical Equipment for Assam State Electricity Board. (Further Information) Tender documents now available for loan. E.S.B. 2933/62.*

Building Contruction Project for Heavy Electricals (India) Ltd., Bhopal. March 7. E.S.B. 5545/62.

Locomotives for Ministry of Railways. May 2. E.S.B. 4637/62.*

Water Works Filters for Madras Water Works Dept. (Further Information) Closing date postponed to April 30. E.S.B. 39726/61.

Thermal Plant for Procurement Circle, Nangal Township. (Further Information) Closing date postponed to March 15. E.S.B. 33468/61.

Hydro Electric Plant for Chief Engineer (Electrical) Koyna. (Further Information) Closing date postponed to March 19. E.S.B. 38537/61.

Chemical Plant for Bihar State Industrial Development Corporation Ltd. (Further Information) Tender documents now available for loan. E.S.B. 2936/62.*

Maharashtra State Electricity Board:

Power Transmission Equipment. March 30. E.S.B. 4300/62.

Electrical Sub-Stations. (Further Information) Closing date postponed to March 9. E.S.B. 37981/61.

U.P. State Electricity Board:

Switchgear. April 6. E.S.B. 4601/62.*

Switchgear. March 27. E.S.B. 4604/62.

Galvanized Steel Wire. March 26. E.S.B. 4608/62.

Electric Conductor Accessories. March 5. E.S.B. 4606/62.

Fuse Sets. March 12. E.S.B. 4605/62.

Electrical Equipment. April 6. E.S.B. 4602/62.

Transformers. April 6. E.S.B. 4603/62.

Atomic Energy Commission, Trombay:

Air Particulate Monitor. March 9. E.S.B. 5294/62.

Power Press. March 9. E.S.B. 5298/62.

Waste Water Treatment Plant. March 20. E.S.B. 5295/62.

Mysore State Electricity Board:

Communication Equipment. April 2. E.S.B. 5516/62.*

Power Transformers. March 26. E.S.B. 5517/62.*

Switches. March 15. E.S.B. 5515/62.*

Vacuum Drying and Oil Filtering System. March 14. E.S.B. 2514/62.*

Testing Plant and Equipment. March 14. E.S.B. 2511/62.*

College of Engineering: Trivandrum

Laboratory Testing Equipment. April 17. E.S.B. 5300/62.*

Air Compressor; Refrigerating Plant; Air Conditioning Plant. March 15. E.S.B. 5299/62.*

Hindustan Shipyard Ltd.:

Refrigerating Plant. March 5. E.S.B. 4296/62.*

Marine Equipment. Closing date postponed to April 2. E.S.B. 435/62.

(*Continued on next page*)

Information for U.K. Exporters (*Continued*)

IRAN

Cast Iron Rollers for Department of Granary. March 6. E.S.B. 4658/62.*

IRAQ

Construction of Rayon Factory for Ministry of Industry. May 26. E.S.B. 4622/62.
Steel Sheets for Government Oil Refineries Administration. March 13. E.S.B. 4630/62.

Ministry of Defence:

Engine Spares. March 28. E.S.B. 4636/62.*
Medical Tools. (Further Information) Closing date postponed to March 5. E.S.B. 39164/61.

Republican Railways:

Timber. April 1. E.S.B. 4626/62.*
Tents. March 28. E.S.B. 4625/62.*
Kerosene Stoves. March 21. E.S.B. 4623/62.*
Paint. March 28. E.S.B. 4624/62.*
Timber. March 25. E.S.B. 4643/62.*

Iraqi Ports Administration:

Stadium Lighting. Tender documents now available for loan. E.S.B. 2984/62.*
Vehicles. March 28. E.S.B. 4632/62.
Armoured Car. (Further Information) Tender documents now available. E.S.B. 2985/62.*

IRISH REPUBLIC

Cranes for Dublin Port and Docks Board. April 6. E.S.B. 4656/62.

KENYA

City Council of Nairobi:

Pharmaceutical Preparations; Drugs and Chemists Sundries. March 5. E.S.B. 4681/62.*
Asphalt Pavoir Finisher. March 12. E.S.B. 5215/62.*

KUWAIT

Ministry of Public Health:

Medical Supplies. March 11. E.S.B. 4668/62.
Injections. March 11. E.S.B. 4666/62.
Dry Chemicals. March 11. E.S.B. 4667/62.
Pharmaceutical Liquids. March 11. E.S.B. 4669/62.*
Pharmaceuticals. March 11. E.S.B. 4670/62.
Surgical Dressings. March 11. E.S.B. 4673/62.

MALAYA

The Public Works Department:

Road Making Vehicles. March 19. E.S.B. 5520/62.
Overhead Travelling Cranes. March 21. E.S.B. 5503/62.

MOROCCO

Turbo-Alternators for Ministere Des Travaux Publics. (Further Information) Closing date postponed to March 15. E.S.B. 37521/61.

NEW ZEALAND

Cranes for Lyttelton Harbour Board. Closing date postponed to March 23. E.S.B. 31023/61.

Electricity Dept.:

Transformers. April 24. E.S.B. 5505/62.*
Synchronous Condensers. (Further Information) Closing date postponed to March 20. E.S.B. 30471/61.

General Post Office:

Voltage Regulators. March 30. E.S.B. 5278/62.*
Scales. March 20. E.S.B. 5279/62.*
Wire. March 28. E.S.B. 5284/62.*
Wire. March 28. E.S.B. 5283/62.*
Air Compressors. March 30. E.S.B. 5282/62.*
Lathe. March 20. E.S.B. 5280/62.*
Volume Unit Indicators. March 30. E.S.B. 5281/62.*
Telephone Equipment. March 13. E.S.B. 4295/62.*

NIGERIA

Structural Steelwork for Electricity Corporation of Nigeria. March 23. E.S.B. 4642/62.

PAKISTAN

Port Development Project (Advance Information) for East Pakistan Inland Water Transport Authority. Closing date not yet known. E.S.B. 5292/62.
Metal Plates; Bars; Sheets, etc. for Pakistan Industrial Development Corpn. March 6. E.S.B. 5268/62.

Directorate of Supply:

Pasteurisation Plant; Dairy Produce Machinery. March 12. E.S.B. 5213/62.
X-ray Equipment. March 19. E.S.B. 5514/62.*

Water and Power Development Authority:

Meters. March 10. E.S.B. 5286/62.*
Hydraulic Gates. Not yet known. E.S.B. 5519/62.

Posts and Telegraph Dept.:

H.F. Radio Equipment. March 5. E.S.B. 5270/62.*
Telegraphic Equipment. March 17. E.S.B. 5271/62.*

Pakistan Eastern Railway:

Steel Pipes. March 20. E.S.B. 5211/62.
Upholstery Leather-Cloth. March 20. E.S.B. 5212/62.
Transformers; Switchgear. April 2. E.S.B. 5210/62.
Axle Journal Turning and Burnishing Machine. March 28. E.S.B. 5273/62.
Nibbling and Punching Machine. March 28. E.S.B. 5274/62.
Boring, Milling, Drilling and Tapping Machine. March 29. E.S.B. 5275/62.
Capstan Lathes. March 29. E.S.B. 5276/62.
Steel Tubes. March 29. E.S.B. 5277/62.

Pakistan Western Railway:

Belting. March 7. E.S.B. 5512/62.
Welding Sets. (Further Information) Tender documents now available for loan. E.S.B. 4224/62.*
Cable. March 10. E.S.B. 5506/62.
Steel Sheets. (Further Information). E.S.B. 4225/62.
Dry Disc Rectifiers. March 12. E.S.B. 5254./62.

PORTUGUESE EAST AFRICA

Road Resurfacing for Public Works Department. March 6. E.S.B. 4657/62.

PORTUGUESE WEST AFRICA

Metals for Ports and Railway Services. March 6. E.S.B. 4641/62.

The Junta Provincial de Povoamento:

Tractors. March 10. E.S.B 5252/62.
Tractors; Earth Moving Equipment. March 12. E.S.B. 5253/62.

RHODESIA AND NYASALAND

Federal Tender Board:

Machine Tools. March 9. E.S.B. 5509/62.*
Centre Lathe. March 9. E.S.B. 5508/62.*
Medical Stores. March 9. E.S.B. 5285/62.*
Pump. March 23. E.S.B. 5511/62.*
Milling Machine. March 9. E.S.B. 5510/62.*

SINGAPORE

City Electricity Department:

Diesel Tractor; Air Compressor. Closing date not stated. E.S.B. 4665/62.*
Cable and Cable Joint Boxes. March 13. E.S.B. 5560/62.

SOUTH AFRICA

Automatic Kerb Paver for the City of Johannesburg. March 13. E.S.B. 5536/62.*
Recording and Transcribing Machines for Transvaal Provincial Administration. March 9. E.S.B. 5288/62.*

Cape Provincial Administration:

Hand Tools; Garden Tools; Glue; Hinges. March 16. E.S.B. 5248/62.*
Steel Grader Blades. March 9. E.S.B. 5249/62.*
Bookbinding and Leatherwork Equipment. March 9. E.S.B. 5244/62.*
Dippers; Protractors; Scissors; Set Squares. March 9. E.S.B. 5245/62.*
Waterproof Ink. March 6. E.S.B. 5246/62.*
Surgical Gloves. March 16. E.S.B. 5247/62.*

S.W. Africa Tender Board:

Pump Sets. March 6. E.S.B. 5289/62.*
Turbine Pumps. March 6. E.S.B. 5290/62.*
Stationery. March 6. E.S.B. 5291/62.*

SOUTH VIETNAM

Pipeline for Saigon Metropolitan Water Office. (Advance Information). E.S.B. 3477/62.

SUDAN

Steel Joists for Ministry of Works. Tender documents now available. E.S.B. 3850/62.*

Department of Posts and Telegraphs:

Radio Telephone Equipment. March 31. E.S.B. 5526/62.*
Radio Telephone Equipment. April 2. E.S.B. 5527/62.*

Sudan Railways:

Distribution Switchboard. (Further Information) E.S.B. 2941/62.
Drill. March 26. E.S.B. 4288/62.

THAILAND

Toilet Paper for State Railways. March 12. E.S.B. 5261/62.
All-Aluminium Conductor for Metropolitan Electricity Authority. Tender documents now available. E.S.B 3899/62/D.L.F.

TUNISIA

Ointment for Le Secretariat D'Etat a la Santé Publique et Aux Affaires Sociales. Closing date not known. Tender documents (in French) available for loan. E.S.B. 5525/62.*
Safety Matches for Service des Monopoles. March 17. Tender documents (in French) available for loan. E.S.B. 4672/62.*

UNITED STATES OF AMERICA

Pumps for Bureau of Reclamation. March 15. E.S.B. 5563/62.*

Bonneville Power Administration:

Transformers. Closing date postponed to March 15. E.S.B. 27062/61.*
Structural Steel. (Further Information) Closing date postponed to March 16. E.S.B. 27309/61.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Information for U.K. Exporters (*Continued*)

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1, on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Australia
Agency inquiry for equipment for the oil and gas industries. (E.S.B. 4726/62.)
Inquiry for detergents and soaps. (E.S.B. 4342/62.)
Temporary duties. (C.R.E. 1548/62.)

Austria
Economic report, December 1961. (C.R.E. 4359/61.)

Burma
Economic report for 1961. (C.R.E. 2161/60.)

Canada
Agency inquiry for fancy goods; giftware; chinaware; tableware. (E.S.B. 3758/62.)
Agency inquiry for household wares; office equipment; toys. (E.S.B. 4826/62.)
Inquiry for fine art productions; Christmas cards. (E.S.B. 5075/62.)
Inquiry for women's outerwear; sportswear; accessories; piece-goods; costume jewellery – further information. (E.S.B. 3334/62.)
Inquiry for bar fittings and equipment; food preparation and handling equipment. (E.S.B. 4434/62.)
Development of electric power in Canada. (E.S.B. 5191/60.)

Ceylon
Agency inquiry for electrical cable and accessories. (E.S.B. 5303/62.)
Inquiry for piece-goods; furnishing fabrics; lace; electrical wiring supplies; cutlery; stationery – further information. (E.S.B. 16679/61.)

China
Economic report, January 1962. (C.R.E. 492/62.)

Colombia
Market report on livestock. (E.S.B. 11506/61.)

Czechoslovakia
Economic report for 1961. (C.R.E. 4527/62.)

Denmark
Agency inquiry for yarns. (E.S.B. 5655/62.)

Egypt
Inquiry for hospital equipment. (E.S.B. 5127/62.)

El Salvador
Market report on steel. (E.S.B. 39706/61.)

Finland
Agency inquiry for buttons. (E.S.B. 4890/62.)
Agency inquiry for fire hose; fire engines. (E.S.B. 5147/62.)
Agency inquiry for fats; oils; chemicals. (E.S.B. 5086/62.)
Agency inquiry for cloth; yarns; wool tops; clothing. (E.S.B. 5066/62.)
Agency inquiry for glassware; chinaware; glass. (E.S.B. 4918/62.)
Agency inquiry for pianos. (E.S.B. 4776/62.)
Agency inquiry for cameras and accessories; radio components; tape recorders; record players. (E.S.B. 4722/62.)
Agency inquiry for cable; refrigerators. (E.S.B. 4836/62.)

France
Agency inquiry for men's woollen suitings. (E.S.B. 5692/62.)
Agency inquiry for automatic vending machines; food preparing machines. (E.S.B. 4745/62.)
Inquiry for plant for honey purification; latex; banana flour; citrus fruit ripening. (E.S.B. 5158/62.)

France/Finland
Trade agreement. (C.R.E. 2396/56.)

France/Israel
Trade agreement. (C.R.E. 2826/57.)

France/Poland
Trade agreement. (C.R.E. 13362/56.)

Germany
Agency inquiry for worsteds. (E.S.B. 5179/62.)
Agency inquiry for driving belts. (E.S.B. 4825/62.)
Inquiry for foodstuffs. (E.S.B. 4575/62.)
Inquiry for rolled mill products; rod and sheet iron; tubes and pipes. (E.S.B. 5047/62.)
Inquiry for automobile accessories and spares. (E.S.B. 5306/62.)
Economic report, February 5-12, 1962. (C.R.E. 1479/G.)
Import Committee Publication February 7 – fruit and nuts. (C.R.E. 158/62.)
Import Committee Publication – February 7 – buckwheat. (C.R.E. 158/62.)

Ghana
Inquiry for incinerators for hospitals. (E.S.B. 5447/62.)

Haiti
Economic report for 1961. (C.R.E. 935/G.)

Hungary
Economic report for 1961. (C.R.E. 4288/61.)

Iraq
Economic report, December 1961. (C.R.E. 687/G.)

Israel
Agency inquiry for plastics raw materials. (E.S.B. 5050/62.)

Italy
Agency inquiry for beverages; foodstuffs; textiles; electrical household appliances. (E.S.B. 4931/62.)
Agency inquiry for medical and surgical supplies. (E.S.B. 4830/62.)
Agency inquiry for hygiene goods. (E.S.B. 4883/62.)
Economic report, November/December 1961. (C.R.E. 3625/G.)

Kenya
Agency inquiry for voiles. (E.S.B. 17562/61.)

Luxembourg
Agency inquiry for hotel electrical equipment. (E.S.B. 4837/62.)

Netherlands
Agency inquiry for cosmetic and toilet articles. (E.S.B. 5366/62.)
Agency inquiry for ties. (E.S.B. 5383/62.)
Inquiry for clothing; household textiles; pharmaceutical products; foodstuffs; luxury articles. (E.S.B. 38960/61.)
Inquiry for chemicals; precious metals; non-ferrous metals; oil and fats; pharmaceuticals; plastics raw materials. (E.S.B. 4194/62.)

New Zealand
Agency inquiry for shirtings. (E.S.B. 5645/62.)
Economic report for 1961. (C.R.E. 897/62.)

Norway
Agency inquiry for aluminium products. (E.S.B. 4924/62.)
Agency inquiry for rayon cord. (E.S.B. 5114/62.)

Pakistan
Inquiry for chemical plant. (E.S.B. 4127/62.)

Panama
Exporting to Panama. (E.S.B. 1284/62.)

Paraguay
Agency inquiry for linen suitings. (E.S.B. 4388/62.)

Peru
Inquiry for hospital and dental equipment; kitchen and laundry equipment. (E.S.B. 4988/62.)
Economic report, December 1961. (C.R.E. 217/61.)
Regulations relating to Publics Works Contracts. (E.S.B. 419/G.)

Portugal
Agency inquiry for building materials. (E.S.B. 5713/62.)
Concentration and modernization of the glass-making industry. (E.S.B. 4199/62.)

Portuguese East Africa
Market report on toys; indoor games and sports goods. (E.S.B. 1026/62.)

Portuguese West Africa (Angola)
Economic report, October-December 1961. (C.R.E. 2074/57.)

Rhodesia and Nyasaland
Economic report for 1961. (C.R.E. 1652/62.)

South Africa
Agency inquiry for brass fittings. (E.S.B. 4881/62.)

Sudan
Inquiry for mixing, weighing and packaging machinery. (E.S.B. 4886/62.)
Inquiry for tractor spares; diesel engine and vehicle spares. (E.S.B. 5605/62.)
Economic report, October-December 1961. (C.R.E. 379/61.)

Sweden
Economic report for 1961. (C.R.E. 1927/61.)

Switzerland
Agency inquiry for toys; aquarium accessories; consumer goods. (E.S.B. 4762/62.)
Agency inquiry for machinery and equipment; electronic apparatus; tools; measuring instruments. (E.S.B. 5339/62.)
Agency inquiry for plastics hypodermic syringes. (E.S.B. 4546/62.)
Inquiry for hotel and hospital kitchen equipment. (E.S.B. 5402/62.)
Market report on women's fashion wear. (E.S.B. 39409/61.)
Filtration project. (E.S.B. 5384/62.)

Syria
Inquiry for plastics. (E.S.B. 4958/62.)

Tanganyika
Inquiry for waste yarn. (E.S.B. 4865/62.)

Thailand
Economic report for 1961. (C.R.E. 2653/60.)
Economic report, January, 1962. (C.R.E. 2653/60.)

Trinidad
Inquiry for motor launch. (E.S.B. 4755/62.)

Trucial States
Inquiry for building contractors plant. (E.S.B. 5459/62.)

Turkey
Economic report, December 1961. (C.R.E. 172/61.)

Turkey/Czechoslovakia
Trade agreement. (C.R.E. 4269/56.)

Uganda
Radio station. (E.S.B. 4069/62.)

United States of America
Inquiry for portable hydraulic jacks. (E.S.B. 5483/62.)
Inquiry for jams. (E.S.B. 4889/62.)
Inquiry for garden baskets; lenses. (E.S.B. 4800/62.)
Trade shows in the New York area to be visited by an officer of the British Consulate-General in New York. (E.S.B. 5180/62.)

Venezuela
Economic report, October-December 1961. (C.R.E. 2475/G.)
Economic report for 1961. (C.R.E. 2475/G.)

Yugoslavia
Proposed British Pavilion at the Zagreb Autumn Fair, 1962. (G.D. 3091/61.)

Tariff, Customs and Import Regulations in Overseas Countries

Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The undermentioned goods will be admitted under the following tariff items until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
RUBBER:		
Compounded; otherwise classifiable under Tariff Item 330 (B) (2) as follows:		
Silicone	330 (B) (1)	½d. per lb.
Raw; reclaimed; waste – otherwise classifiable under Tariff Item 330 (A) (2) as follows:		
Latex, natural and synthetic	330 (A) (1)	Free
Silicone		

Amended By-laws

The following by-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ARTIFICIAL RESINS AND PLASTIC MATERIALS being polymerization and copolymerization products, viz.:		
Acrylic type:		
Otherwise classifiable under Tariff Item 368 (C) (1) (b), 368 (C) (1) (c) or 368 (C) (1) (d), for all purposes except for use in the manufacture of paints, enamels, varnishes or floor polishes, under security	368 (C) (1) (a)	Free
Styrene type:		
Styrene – acrylic copolymers, otherwise classifiable under Tariff Item 368 (B) (1) (b), for all purposes except for use in the manufacture of paints, enamels, varnishes or floor polishes, under security		
Styrene – butadiene co polymersin emulsion form, otherwise classifiable under Tariff Item 368 (B) (1) (e), for all purposes except for use in the manufacture of paints, enamels, varnishes or floor polishes, under security	368 (B) (1) (a)	Free
Styrene – acrylonitrile copolymers otherwise classifiable under Tariff Item 368 (B) (1) (c)		
Styrene – butadiene – acrylonitrile copolymers otherwise classifiable under Tariff Item 368 (B) (1) (c)		
BUSKS as used in corsets and brassieres	449 (A) (1)	Free
ELECTRICAL MACHINES AND APPLIANCES, VIZ.:		
Dynamos having a rated output not less than 24 volts and not exceeding 30 volts, of the type ordinarily used with motor vehicles but not including parts therefor		
Motors, starting, 24 volt type, of the type ordinarily used with motor vehicles, but not including parts therefor		
PASSENGER'S PERSONAL EFFECTS provided they are the passenger's own exclusive property, are or have been in his possession, are for his own use, and are not intended for gift, sale, exchange or trade, as follows:		
(17) Machinery, plant and equipment, second-hand, not being goods or a class or kind of goods named in a preceding clause being the personal property of a passenger who has come to Australia for the first time and who intends to reside forthwith permanently in Australia, under security, and subject to the following conditions: (a) evidence is produced to the Collector that the goods have been in the passenger's personal use and possession overseas for not less than one year immediately preceding his departure for Australia; and (b) the Collector is satisfied that the passenger is or will be in a position to put to his own use the goods aforesaid; and (c) the goods will for a continuous period of two years be put to use in Australia by the passenger for the purpose for which they are intended; and (d) the goods will not be sold, mortgaged or otherwise disposed of, by or on behalf of the passenger, or in the event of his prior decease, by or on behalf of his legal personal representative, before the expiration of the two year period referred to in sub-clause (c).	409 (A)	Free

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

BONES, bodice	Various	—
FEATHERBONE, covered, in lengths, for apparel	110 (D)	22½% *ad val.*
FEATHERBONE SETS, plain or covered, for apparel		
MACHINERY, MACHINES, ETC.:		
Embossing cylinders or rollers, in sizes exceeding 6 inches in diameter and 12 inches in length	176 (F) (1)	27½% *ad val.*
STEELS, bodice	Various	—

Period By-laws to be continued

The following goods will continue to be admitted under By-law provided they are entered as set out in the first column:

COMPOUNDED RUBBERS, otherwise classifiable under Tariff Item 330 (B) (2) as follows:		
Of natural rubber, provided entered for home consumption on or before December 31, 1962	330 (B) (1)	½d. per lb. provided that for liquid latex duty shall be assesssed on the rubber content.
Of synthetic rubber other than of polybutadiene styrene, provided enter for home consumption on or before December 31, 1962.		
RUBBER otherwise classifiable under Tariff Item 330 (A) (2) as follows:		
Natural, provided entered for home consumption on or before December 31, 1962	330 (A) (1)	Free
Synthetic, other than polybutadiene, styrene, provided entered for home consumption on or before December 31, 1962		

Decision on Tariff Classification

THE AUSTRALIAN Department of Customs and Excise have announced the following decision on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
PICKLES:		
Gherkins in minced, pulped or similar forms, according to size	82 (A), (B), (C), (D), (E) or (F)	Various

Note: Specific rates are shown in Australian currency £A125 = £ Sterling 100.

Australia (*Continued*)

Details of Tariff Changes

DETAILS of the Australian tariff changes referred to in the *Board of Trade Journal* of February 16, 1962 (page 373) are published below. Additions to the Customs Tariff are shown by italics.

Tariff Item	Goods		Former Duties: British Preferential	Former Duties: Most-Favoured-Nation	Former Duties: General	New Duties: British Preferential	New Duties: Most-Favoured-Nation	New Duties: General
				(*Shown in*	*percentages*	*unless otherwise*	*indicated*)	
80	Onions in their natural state	per ton	£6	£8	£8	£14 10s. 0d.	£16 10s. 0d.	£16 10s. 0d.
	subject to a reduction, calculated on the f.o.b. price, for each 10s. by which the f.o.b. price per ton exceeds £27, of		—	—	—	1	1	1
				Primage duty				
		ad val.	5	10	10			
281	Drugs and chemicals, viz.:							
	(E) Lactose	ad val.	20	35	35	12½	32½	32½
				Primage duty				
		ad val.	5	10	10			

Note: Specific rates are quoted in Australian currency: £A125 = £ sterling 100.

Temporary Duty Inquiry

DETAILS were given in the *Board of Trade Journal* of October 7, 1960, (page 839), of the Australian legislation permitting the imposition of temporary duties.

A reference has now been made to the Deputy Chairman of the Tariff Board in respect of **glass rovings, chopped strand and chopped strand mat** (Tariff Item 243 (A)) and glass yarns (Tariff Item 392 (H)).

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods		British Preferential	Most-Favoured-Nation	General
			Per cent.	Per cent.	Per cent.
243	(A) GLASS, n.e.i.	ad val.	12½	27½	27½
392	YARNS (H), n.e.i.	ad val.	Free	7½	7½

In the short time available for investigation United Kingdom interests wishing to make their views known to the Deputy Chairman will no doubt get in touch with their Australian agents or with the London office of the Australian Association of British Manufacturers 42 Leicester Square, London, W.C.2. (Telephone: Whitehall 5072).

Any inquiries about this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Extn. 2612 or 2840), quoting reference No. C.R.E. 1830/62.

Wireless and Electrical Trader Year Book

The 1962 'Wireless and Electrical Trader Year Book' now available is a standard guide to the radio and electrical industries for all connected with sales or services, Iliffe Books Ltd., price 21s.

Amendments to Schedule of Categories

THE AUSTRALIAN Department of Trade has advised that consequent upon the introduction of changes in the Australian Customs Tariff (published in the *Board of Trade Journal* on February 9, 1962, pages 316 and 317) the following amendments should be made to the Schedule of Categories:

Category Item	Short Description	Licensing Treatment
Delete:		
Ex 105 D 1 b	Tyre cord fabric	Adm.
369 C 6	Synthetic resins and moulding compounds of the styrene type in any polymerized or copolymerized form	R
Insert:		
Ex 105 D 5	Nylon tyre cord fabric	Adm.
368 B 1	Synthetic resins and moulding compounds of the styrene type in any polymerized or copolymerized form (Grouped with Ex 368 A 1 Polyvinyl chloride pure polymer, Ex 368 A 1 synthetic resins and moulding compounds of the vinyl-chloride type in any polymerized or copolymerized form (other than P.V.C. pure polymer) except when specially prepared for the manufacture of sound reproduction discs, 369 C 5 synthetic resins and moulding compounds of polyethylene.	R

(*Continued on next page*)

Export Opportunities for U.K. Traders

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the *Board of Trade Journal* under the heading 'Information for United Kingdom Exporters'. Fullerinformation is also provided in the *Export Service Bulletin*, which is published three times a week, with a weekly supplement, by the Export Services Branch of the Board of Trade.

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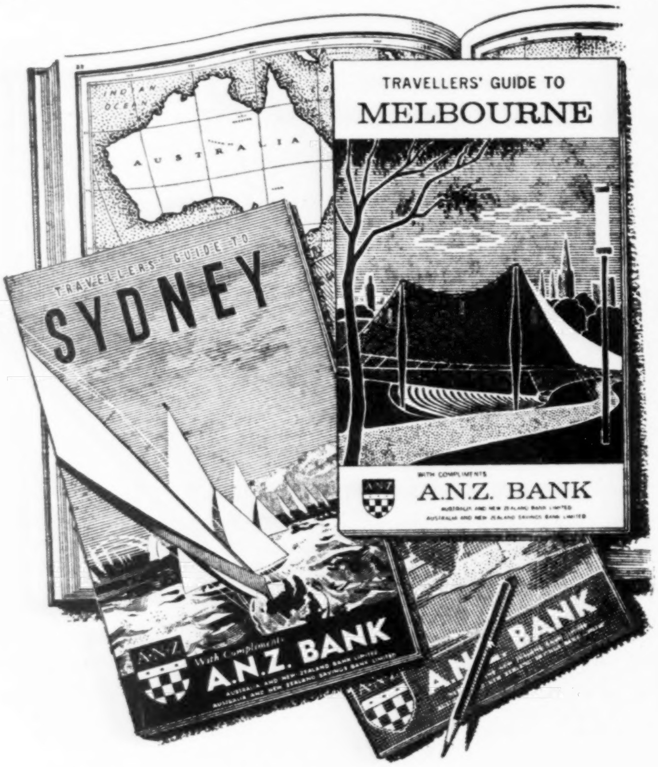

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Australia (*Continued*)

Tariff Board Inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the questions whether assistance should be accorded the production of:

(1) **Synthetic rubber including latex** classifiable under Tariff Item 330.
(2) **Textile handkerchiefs** classifiable under Tariff Items 120 (B) (1) (a), 120 (B) (1) (b) and 122 (A).
(3) **Electric shavers** classifiable under Tariff Item 175 (G) (2).

These references have been made as the result of representations by local manufacturers.

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Specific rates are shown in Australian currency £A125 = £ Sterling 100.

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
		In percentages except where otherwise indicated.		
120	(B) (1) HANDKERCHIEFS, cotton or linen or cotton and linen, viz.:			
	(a) Wholly or in part of machine-made lace or embroidered on the multiple needle embroidery machines finished off with machine-made scalloped edge, machine-made hems or other machine-made fancy finishing edges, containing no hand-made lace and not embroidered or tamboured in any part by hand:			
	(1) the value for duty of which does not exceed 1s. 6d. per dozen *ad val.*	20	—	—
	per doz.	—	1s.	1s.
	(2) the value for duty of which exceeds 1s. 6d. per dozen . . *ad val.*	20	37½	45
	per doz.	—	9d.	1s.
	whichever rate returns the higher duty.			
	(b) Other . . . *ad val.*	20	45	45
	or per doz.	—	1s.	1s.
	whichever rate returns the higher duty.		Primage duty	
	ad val.	—	5	10
122	(A) TEXTILE ARTICLES, n.e.i., including materials cut into shape therefor *ad val.*	20	42½	42½
			Primage duty	
	ad val.	5	10	10
175	(G) SHAVERS AND HAIR CLIPPERS, human hair, with self-contained (i.e. built-in) electric motor or vibrator:			
	*(1) Vibrator type hair clippers *ad val.*	32½	50	50
	(2) Other, including shavers *ad val.*	Free	12½	12½
330	RUBBER INCLUDING LATEX, NATURAL AND SYNTHETIC; SILICONE RUBBER:			
	(A) Raw; reclaimed; waste:			
	(1) As prescribed by Departmental By-laws	Free	Free	Free
	(2) Other . . . per lb. provided that for liquid latex duty shall be assessed on the rubber content.	2d.	2d.	2d.
	(B) Compounded:			
	(1) As prescribed by Departmental By-laws . . per lb. provided that for liquid latex duty shall be assessed on the rubber content.	½d.	½d.	½d.
	(2) N.e.i. . . . . per lb. provided that for liquid latex duty shall be assessed on the rubber content.	2½d.	2½d.	2½d.

* *This item is shown for information only. It does not form part of the reference.*

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than March 13, 1962.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference Nos. (1) C.R.E. 1878/62, (2) C.R.E. 1879/62 and (3) C.R.E. 1880/62.

Factories Available in Ulster

'Specification of a Northern Ireland Government-built Advance Standard Factory' is the title of a new brochure published by the Northern Ireland Development Council, showing the type of factory available in Ulster. Copies from the Council at 13 Regent Street, London, S.W.1. Free.

NEW ZEALAND

Tariff Classifications.

THE NEW ZEALAND Customs Department have announced the following decisions in interpretation of the Customs Tariff:

Tariff Item No.	Decision	B.P.	General
352 (b)	Filters: Air line filters.		
352 (b)	Filters: Oil filters, A.C., Purolator, and similar, but not including "Throw-away" and "Spin-on" types, for attachment to oil engines for continuously filtering crank case oil while the engines are running (see Tariff item 353 (13)—Filters).		
353 (13)	Filters: Oil filters of the "Throw-away" and "Spin-on" types for attachment to oil engines for continuously filtering crank case oil while the engines are running. (*Note:* Consideration will be given to the admission under Tariff item 352 (b) of specific "Throw-away" or "Spin-on" type oil filters on production of evidence that these, or satisfactory substitutes, cannot be obtained from New Zealand manufacturers).		
		Per	*cent.*
448 (3)	Emulsifiers, etc.: Surfonic N10, N40, N60, N95, N120, N150, N200, N300, TD30, TD60, TD90, TD120, TD150		
448 (3)	Filters: Parts, as may be approved, on declaration by a manufacturer for use by him only in the manufacture of oil filters for oil engines Approved: Outercasings for oil filters of the "Throw-away" or 'Spin-on' types.	3	25
448 (3)	Filters: Parts, as may be approved, on declaration by a manufacturer for use by him only in making oil filter cartridges Approved: End centres. Perforated centre tubes.	3	25
448 (3)	Onazote	3	20
448 (3)	Rubber: Foaming agents for the manufacture of rubber and plastic materials Examples: Genitron BSH. Vulcacel AN. Suprasec D.	3	5
448 (3)	Textile making: Preparations put up specially for removing accumulations of size from the following: (a) Textile knitting machines; (b) Hosiery knitting machines; (c) Hosiery forming boards	3	3

Invoicing of Imported Goods as from July 1, 1962

THE NEW ZEALAND Customs Tariff which comes into force from July 1, 1962, is arranged according to the Standard International Trade Classification, Revised, of the Statistical Office of the United Nations.

1. Description of Goods

The new arrangement uses the headings of the Brussels Tariff Nomenclature, re-ordering and subdividing these headings according to statistical needs. The titles of the headings of SITC, Revised, are designated to give as full a description of the contents of the heading as is possible in a few words. The exact content of each heading is determined by that of the Brussels Tariff Nomenclature heading or headings to which it is keyed, which in turn is determined by the documentation of the Customs Co-operation Council.*

In many places in the Tariff the classification of goods depends upon their constituent material, their weight, size or other characteristics. In order to avoid delays arising from the possible necessity for physical examination of goods to determine their classification, exporters are recommended to describe the goods on invoices in such a manner that classification can be readily determined. For example, it is not sufficient for articles such as hand knitting needles or pins to be described merely as 'knitting needles', in view of the fact that the Tariff distinguishes between hand knitting needles on the one hand and machine knitting needles on the other, and furthermore that hand knitting needles are classified according to constituent material (e.g. wood, steel, aluminium, man-made plastic, etc.).

Exporters who are accustomed to invoicing goods in the terms of the Brussels Tariff Nomenclature in respect of goods exported to countries which have adopted that form of Tariff may do so in the case of exports to New Zealand. The association between BTN and SITC, Revised, will assist in the classification of goods so described, under the

(*Continued on next page*)

W
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New Zealand (*Continued*)

New Zealand Tariff. It should be understood, however, that the mere quotation of BTN headings is not sufficient of itself to identify goods, and an exact description should also be given.

Similarly, exporters in countries which have adopted the Brussels Nomenclature and who are aware of the classification in that Nomenclature of the goods which they export are recommended to describe the goods accordingly or to indicate the BTN classification together with the description of the goods.

The New Zealand Customs Department continues to maintain its full rights of physical examination in relation to any imported goods for the verification or determination of the correct Tariff Classification.

2. Statistical Information

The Tariff requires, in respect of many items, that importers include on Customs entries certain statistical information as to the quantity of goods imported, in addition to the current domestic value thereof.

Exporters are asked to co-operate in that respect by including the required information on invoices.

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*United Nations Statistical Papers, series M.No. 34, p. vii. (This publication contains the key referred to.)

Practical Exporting

'Practical Exporting for Beginners' has been written for the smaller manufacturer who finds exporting confusing, and to whom the very word 'Export' conjures up a picture of hundreds of documents, red tape, mystic expressions and risk. Its purpose is to set out, in a simple manner, the basic pattern of exporting, from the time quotations are made to the time payment is received. The differences between home and export transactions are emphasized. Copies from 'Gifts and Fancy Goods', St. Dunstan's House, Carey Lane, London, E.C.2, 3s. 6d. (by post 3s. 9d.).

'The Export Trade'

The fourth edition of Mr. Clive M. Schmitthoff's book, 'The Export Trade' gives a concise account of the law and practice of international trade and how modern export business is transacted. The relevant provisions of the Convention of Stockholm which created the EFTA have been considered, and the book takes account of the possibility of this country becoming a member of the Common Market. Six new chapters have been added dealing with Standardization of Terms in International Sales; Market Information for Exporters; Tariff Privileges for British Exporters; Restrictive Trade Practices; Tax Law and Proof of Origin of Goods. The chapter on Export Credit Guarantees has been rewritten. Stevens and Sons Ltd., London. 65s.

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ARGENTINA

Modifications to Import Lists

H.M. EMBASSY at Buenos Aires report the publication of Argentine Government Decrees Nos. 11247 and 11262 of November 24, 11649 of December 12, and 11,931 of December 21, 1961, and 131 of January 8 and 811 of January 24, 1962, which modify as follows the lists attached to Decree No. 5439/59 (see *Board of Trade Journal* of May 29, 1959, page 1278):

Decree No. 11247

The suspension of the payment of the 40 per cent. surcharge on *Tariff No.* 1966 (List No. 3) 'jute fibre' exclusively for the manufacture of alpargatas is extended to all shipments made up to June 30, 1962.

Include in List No. 3 (40 per cent. surcharge):

Tariff No. 4587 *bis* – Triphenyltin acetate, not less than 20 per cent. concentrate.

Tariff No. 4643 *bis* – Hexachlorohexahydro*endo*methylenebenzo-2:4:3-dioxathiepin 3-oxide not less than 35 per cent. concentrate.

Tariff No. 4788 *bis* – 5 Bromomethylhexachlorobicycloheptane, not less than 80 per cent. concentrate.

Tariff No. 4788 *bis* – 6-*sec*Butyl-2:4-dinitrophenyl β-methylcrotonate not less than 25 per cent. concentrate.

Tariff No. 4587 *bis* – Alkyldinitrophenyl acetate not less than 40 per cent. concentrate.

Delete from List No. 5: *Tariff No.* 4280 – Prednisolone pivalate ('Ultracortenol').

Include in List No. 2 (20 per cent. surcharge): *Tariff No.* 4280 – Prednisolone pivalate.

List No. 2 (20 per cent. surcharge): Amend *Tariff No.* 4271 – XXV 'Naphthenates, stearates' and resinates in general' to read 'Naphthenates, stearates, resinates and octoates in general'.

Include in List No. 4 (100 per cent. surcharge): *Tariff No.* 4271 – Metallic octoates in general.

Include in List No. 5 (150 per cent. surcharge): *Tariff No.* 4447 – Mineral waxes and their mixtures with vegetable waxes included in this Tariff.

Include in List No. 2 (20 per cent. surcharge): *Tariff No.* 4280 – Dihydro-5:5-diethyl-1:3-oxazine-2:4-dione ('Persisten', 'Dioxona').

Include in List No. 3 (40 per cent. surcharge):

(1) Ester of dimethyl hydrogen phosphorothioate, in concentration not less than 25 per cent.
(2) Diazinon, technical grade.
(3) Diazinon.
(4) Malathion, technical grade.
(5) Phorate, in concentration not less than 40 per cent.
(6) Demeton-O, in concentration not less than 40 per cent.
(7) 2:4:5:4′-Tetrachlorodiphenyl sulphone.
(8) Trichlorphon, in concentration not less than 50 per cent.
(9) Trichlorphon, in concentration not less than 80 per cent.
(10) Azinphos-methyl, in concentration not less than 40 per cent.
(11) 3-Chloro-4-methylcoumarin-7-yl *OO*-diethyl phosphate (*sic*) (? *coumaphos*), in concentration not less than 50 per cent.
(12) Parathion, in concentration not less than 50 per cent.
(13) Parathion, in concentration not less than 25 per cent.
(14) Parathion-methyl, in concentration not less than 40 per cent.
(15) Parathion-methyl, in concentration not less than 25 per cent.
(16) Dichlorvos, in concentration not less than 50 per cent.
(17) Fenchlorphos, in concentration not less than 40 per cent.
(18) Ethyl *p*-nitrophenyl phenylphosphonothionate, technical grade.
(19) Ethyl *p*-nitrophenyl phenylphosphonothionate, in concentration not less than 25 per cent.
(20) *S*-Ethylthiomethyl *OO*-dimethyl phosphorodithioate, in concentration not less than 25 per cent.
(21) *S*-*p*-Chlorophenylthiomethyl *OO*-diethyl phosphorodithioate in concentration not less than 40 per cent.
(22) Menazon, in concentration not less than 70 per cent.
(23) Hexachlorohexahydro*endo*methylenebenzo-2:4:3-dioxathiepin 3-oxide, in concentration not less than 40 per cent.
(24) 1:4-Dioxan-2:3-dithiol di-(*OO*-diethyl phosphorodithioate).

Decree No. 11262

Include in List No. 2 (20 per cent. surcharge): *Tariff No.* 4161 – Plates in relief, exclusively for teaching purposes, of plastic material.

Delete from List No. 3 (40 per cent. surcharge): *Tariff No.* 4744 *bis* – Polyvinylpyrrolidone, pharmacopoeia quality, only.

Delete from List No. 4 (100 per cent. surcharge) : *Tariff No.* 4744 *bis* – Polyvinylpyrrolidone.

Include in List No. 3 (40 per cent. surcharge): *Tariff No.* 4744 *bis* – Polyvinylpyrrolidone.

Include in List No. 2 (20 per cent. surcharge): *Tariff No.* 4882 – Urea with not less than 42·5 per cent. nitrogen content.

Include in List No. 1 (no surcharge): *Tariff No.* 5064 – 'Suero de Bogamolatz.'

Include in List No. 2 (20 per cent. surcharge): *Tariff No.* 4443 – Additives for cement grinding having as a basis calcium salts of lignosulphonic acid (Darez T.O.A. and similar).

Tariff No. 4744 *bis* – Cellulose triacetate, blue colour, substrated on both sides, in thicknesses of up to 190 micrones, for the manufacture of radiographic films.

The text of this item in List No. 1 (without surcharge) is amended to read:

> 'Cellulose triacetate, blue colour, in bobbins backed on one or both sides, in thicknesses of up to 200 microns, for making X-ray films. Backing not to be taken into account for determining thickness'.

Tariff No. 4744 *bis* – Cellulose triacetate in bobbins, with or without antihalo, substrated on one or both sides, in thicknesses of up to 210 microns.

The text of this item in List No. 2 (20 per cent. surcharge) is hereby modified to read as follows:

> 'Cellulose triacetate in bobbins, with or without antihalo coating, backed on one or both sides, in thicknesses of up to 210 microns. Neither coating or backing to be taken into account for determining thickness'.

Include in List No. 2 (20 per cent. surcharge): *Tariff No.* 4744 *bis* – Polystyrene in spools, backed on one or both sides with or without antihalo coating, in thicknesses up to 250 microns. Neither coating or backing to be taken into account for determining thickness.

Delete from List No. 4 (100 per cent. surcharge): *Tariff No.* 4823 – Vinsol resin only.

Include in List No. 2 (20 per cent. surcharge): *Tariff No.* 4823 – Vinsol resin only.

Include in List No. 4 (100 per cent. surcharge) – *Tariff No.* 4744 *bis* – Low tension polyethylene in sheets only.

Include in List No. 1 (without surcharge): *Tariff No.* 4744 *bis* – Cellulose acetate plastic laminates, no larger than 35 x 47 cm. and up to 0·5 mm. thick, for the production of animated cartoon films only.

Include in List No. 2 (20 per cent. surcharge): *Tariff No.* 2772 – Glass balls, of up to 4 mm. in diameter for ballpoint pens.

Delete from List No. 4 (100 per cent. surcharge): *Tariff No.* 1470 – Nickel plated moulds for the manufacture of gramophone records.

Include in List No. 3 (40 per cent. surcharge): *Tariff No.* 1470 – Nickel plated moulds for the manufacture of gramophone records.

Include in List No. 3 (40 per cent. surcharge): *Tariff Nos.* 1799/802 – Leather, chrome-cured and hardened washers ('guarniciones') for oxygen compressors.

Include in List No. 2 (20 per cent. surcharge): *Tariff No.* 3579 – 'Lurex' (r.t.m.) metallic thread.

Include in List No. 3 (40 per cent. surcharge): Needles for industrial sewing machines.

Tariff No. 5106 – Glass bulbs with interior reflecting surface, 60 to 90 mm. diameter only, and

Glass bulbs with fluorescent lining, 60 to 90 mm. diameter only.

The text of these items in List No. 3 (40 per cent. surcharge) is amended to read:

> 'Glass bulbs with interior reflecting surface, from 60 up to 190 mm. diameter inclusive only'
>
> 'Glass bulbs with an inner fluorescent lining from germanates, from 60 up to 190 mm. diameter inclusive only.'

Decree No. 11649

The 40 per cent. surcharge payable on imports of Dieldrin (r.t.m.) and Heptachlor, technical grade, destined for making an insecticide for use against the locust plague, is suspended for a period of one year.

(*Continued on next page*)

Argentina (*Continued*)

Decree No. 11931

The following items are added to the lists mentioned:

Tariff No.	Item	List No.
4749	Partially hydrolyzed casein ('Amigen', 'Aminonat', 'Elamine', 'Lactamine', 'Parenamine')	2
4519	Lemon essence ('Extract CD. No. 2-A')	5
4529	Liquid, being an acetone solution of methyl and phenyl salicylates and synthetic musk (solution of 'Uninol' in ketone solvent)	5
4280	Oily product, containing vitamins D and E in a base having the character of an aromatized sulphonated oil (without Vitamin A)	3
4280	Water-soluble powder containing vitamins B_1, B_2, B_3, B_{12}, C, nicotinamide and calcium pantothenate	5
4556	Ethoxyethyl dodecyl ether ('Eticane')	2
4280	Aescin, sodium salt ('Reparil')	2

Decree No. 131

Include in List No. 3 (40 per cent. surcharge):

Tariff No. 1799/802 – Coin counting machines.

Tariff No. 1799/802 – Coin classifying machines.

Tariff No. 1799/802 – Coin packaging machines.

Tariff No. 1799/802 – Machines for giving change.

Tariff No. 2932 – Felt mixture of wool, terylene, and nylon, for the manufacture of tennis balls.

Include in List No. 1 (without surcharge):

Tariff No. 5160 – Virgin 16 mm. film for television.

Tariff No. 5160 – Plastic tape with a deposit of ferromagnetic material (tape or film for video recording).

Decree No. 811

Tariff No. 231 – Seeds for sowing, in general.

The text of this item in List No. 2 (20 per cent. surcharge) is hereby modified to read as follows:

'Seeds for sowing, excluding those of kenaf and pine.'

Tariff No. 231 – Pine seeds for sowing, only.

This item is hereby included in List No. 1 (without surcharge).

MEXICO

Goods Subject to Prior Import Licence

DECREES appearing in the Mexican *Diario Oficial* on, and effective from, the dates stated, made the following goods subject to prior import licence:

Tariff No.	*Description*
Published on January 31, 1962	
220.00.00	Artificial rubber based on oxidized oils or other materials.
220.00.03	Reclaimed rubber, in sheets of irregular thickness.
220.00.05	Foam rubber, raw.
220.00.06	Raw rubber, smoked, in the form of striated sheets of irregular thickness.
220.00.07	Raw rubber in filaments or agglomerated in more or less sperical shapes, commercially known as 'Boracha'.
220.00.08	Synthetic rubber (other than that classified under No. 220.00.00).
220.00.99	Raw rubber, solid, n.s.m.

The requirment of prior import licence is extended to the Free Zones and Perimeters of the country.

Published on February 3, 1962

201.00.04	Mink skins, untanned.

Board of Trade Directory

A revised 'Directory of Board of Trade Departments and their Work' was published in the *Board of Trade Journal* on April 8, 1960. Copies of reprints of the Directory are available, price 1s. (by post 1s. 2d. each), from H.M. Stationery Office, P.O. Box 569, London, S.E.1, or from any branch office of H.M. Stationery Office.

An 'Alphabetical Index of Industries and Products,' showing in detail which Government department is principally concerned with each, may be obtained from the Librarian, Board of Trade Library, Horse Guards Avenue, London, S.W.1, price 2s. including postage.

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PERU

Duty Free Imports of Common Salt

BY A PERUVIAN Supreme Decree dated January 24 'common salt or sodium chloride of 99·66 per cent. purity', classified under Item No. 2135 of the Peruvian Customs Tariff, was included in the list of materials which may be imported for use in the mining industry free of specific and *ad valorem* duties, with the exception of the proportion of the latter (7½ per cent.) which corresponds to consular charges.

COSTA RICA

Introduction of New Customs Tariff

A NOTICE PUBLISHED in the *Board of Trade Journal* on September 22, 1961 (page 649), reported, *inter alia*, that a new Costa Rican Customs Tariff would be introduced before December 31, 1961. The latter date should have read **December 31, 1962.**

PANAMA

Increased Duties on Alcoholic Beverages

A NOTICE PUBLISHED in the *Board of Trade Journal* on February 9, 1962 (page 330) gave details of increases in the Customs duty on imported liquors. H.M. Embassy in Panama City reports that the Decree concerned is effective 60 days from the date of publication in the *Panamanian Official Gazette* (January 16, 1962) and not from the date of the Decree (December 28, 1961) as previously stated.

UNITED STATES

Imports from Cuba

A PRESIDENTIAL Proclamation, with effect from February 7, 1962, prohibits the import into the United States except under licence of all goods of Cuban origin and all goods imported from or through Cuba. Licensing arrangements will be administered by the Foreign Assets Control of the United States Department of the Treasury.

VENEZUELA

Import Control

BY TWO RESOLUTIONS, published in the Venezuelan *Official Gazette* of January 24, 1962, and effective from the same date imports of the following items have been made subject to licence:

Item No.	Description	Duty in BS.
611-01	Leather, tanned, including flesh split (other than dressed furskins falling within Item 613-01-00):	
611-01-03	Sheep skin, tanned, n.e.s. (4)	18·00
611-01-04	Goat skin, tanned, n.e.s. (4)	18·00
681-12	Wire rods and wire, coated or not:	
681-12-01	Uncoated (4)	0·005
681-12-02-3	Coated (other than silver-gold-or platinum-plated).:	
	(a) Galvanized (4)	0·005
	(b) Not specified	0·005
699-05	Wire netting, wire fencing, wire grille, wire mesh and expanded metal of iron or steel, including barbed wire and wire cloth:	
699-05-01	Barbed wire of iron or steel (4)	Free

Note: (4) *A Ministry of Development import licence is required.*

Shipments of goods covered by consular invoices dated either the same as or earlier than the effective date will be exempt from the provisions of these Resolutions.

Customs Tariff

BY A FURTHER Resolution, also published in the Venezuelan *Official Gazette* of January, 24, 1962, and effective from February 19, 1962, the Customs Tariff has been amended as follows:

Item No.	Description	Duty (per kilo gross)
		BS.
699-21-05	Tubes of lead, tin, aluminium, etc., for packing pomades, ointments and creams	
699-21-05-1	Of aluminium	5·00
699-21-05-9	Of base metals, n.e.s.	0·05

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100 to 249 kgs.	**7/11d. ($1.10c)**	Over 1000 kgs.	**5/2d. (.72c)**

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YUGOSLAVIA

Import of Consumer Goods

IT WAS REPORTED in the *Board of Trade Journal* of September 29, 1961, that new arrangements for the import of personal consumer goods had been announced by the Yugoslav authorities as a result of which foreign suppliers wishing to sell such goods would normally have to exhibit them at Yugoslav trade fairs.

The Yugoslav authorities have since stated that the information appearing in Yugoslav commercial publications and trade fair literature on which the earlier *Board of Trade Journal* announcement was based is not accurate. They have now confirmed that the importation of personal consumer goods into Yugoslavia is not conditional upon the exhibition of such goods at fairs in Yugoslavia.

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IRISH REPUBLIC

Import Quotas

THE GOVERNMENT of the Irish Republic have made an Order entitled the Control of Imports (Quota No. 13) (Woven Woollen and Synthetic and Artificial Fabrics) (Amendment) Order, 1962. The effect of the Order which came into operation on February 6, 1962, is to extend the scope of the Control of Imports (Quota No. 13) Order, 1935, to include certain woven fabrics (other than floor coverings) which are combined by adhesion with a layer or layers of expanded foam or sponge material, either of natural rubber or of synthetic material.

The Government of the Irish Republic have also announced the following quotas under the control of Imports Acts, 1934 and 1937:

Goods	Quota	Quota Period	Quota No.
Hose (other than half-hose) made wholly or partly of silk or artificial silk	570,000 pairs	March 1, 1962, to February 28, 1963.	12
Certain woven fabrics of wool or worsted or synthetic or artificial textile	900,000 sq. yds.	March 1, 1962, to August 31, 1962.	13

TURKEY

Global Import Quotas and Liberalization Lists

FURTHER to the notice published in the *Board of Trade Journal* on January 26 (pages 168 to 176) the Turkish authorities have now published the following amendments:

Page No.	Serial No.	Tariff and Statis. No.	
169	72	39.04	Add the clause 'except galalith in plate and bars'.
169	72	39.04.10	Delete the item.
169	73	39.03.10	Should read 39.03.40.
169	101	48.08	Should read 'Filters blocks and plates by filter paper'.
170	121	68.06	Delete 'excepting emery paper and cloth' and insert 'except emery cloth and paper other than water emery'.
170	131	70.15.11 21	Delete, since these items are included in the Liberalization List.
171	217	87.02.14 19	Add the clause 'to be imported exclusively by authorized distributors'.
171	218	87.07.10	Delete 'trucks used in . . .' and insert 'trucks of the type used in . . .'.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, Whitehall, London, S.W.1. (Telephone: Trafalgar 8855, Extn. 2715.)

SPAIN

Global Quotas

THE FIRST HALF of the 1962 list of global quotas was published in the *Board of Trade Journal* of February 9, 1962 (page 327).

The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quota:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		U.S. Dollars	
26	Special fabrics and textile manufactures for technical uses	100,000	March 10

ITALY

Import of Tetra-Ethyl Lead

THE ITALIAN Ministry of Foreign Trade has announced the opening of a quota for import from the United Kingdom and the United States of America for the year 1962 of 1,440 quintals of tetra-ethyl lead and compounds based on tetra-ethyl lead.

LEBANON

Import of Canned Foodstuffs

A NOTICE was published in the *Board of Trade Journal* on May 19, 1961 (page 1206), giving details of a decree issued by the Lebanese Ministry of Health, which required certain information to be shown on the labels of canned goods imported into Lebanon. The application of this decree has now been postponed, and will not come into effect until January 1, 1963. However, although canned goods may, for the time being, be imported without detailed information about the contents being shown on the label, authority to import them must first be obtained from the Lebanese Ministry of Health.

All inquiries concerning this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855 Extension 2528.)

JORDAN

Lifting of Import Restrictions

A NOTICE WAS published in the *Board of Trade Journal* on March 10, 1961 (page 608), which reported that as from February 5, 1961, the importation of certain goods was to be restricted to those of United States origin. This restriction has now been lifted, and as from February 16, 1962, wheat, flour, motor vehicles, radios, gramophones, tape recorders, sulphur, mineral oils and greases, refrigerators, air conditioners, cooking and heating stoves, tinned cheese, toilet soap and arms and shotguns may be imported into Jordan from all sources.

Inquiries arising from this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Extension 2528.)

CANARY ISLANDS

New Import Regulations for Some Goods

PARTICULARS of a special system of bi-monthly quotas for the import of goods regarded as 'superfluous or of less necessity' were published in the *Board of Trade Journal* of July 14, 1961 (page 122).

The Regional Delegation of the Ministry of Commerce at Teneriffe has now announced that the special bi-monthly quotas system has been changed into a system of half yearly quotas. Following are the opening and closing dates for import licence applications for the first six months of 1962:

Number	Goods	Opening Date	Closing Date
1	Whisky, gin, etc.	12-3-62	20-3-62
2	Beer	29-1-62	15-2-62
3	Radios, radiograms and television sets	5-2-62	12-2-62
4	Perfumery	24-1-62	10-2-62
5	Toilet soap	13-2-62	20-2-62
6	Cookers, refrigerators, etc.	20-2-62	28-2-62
7	Record players, magnetophonic tapes, etc.	1-3-62	7-3-62
8	Photographic apparatus, cine cameras, etc.	8-3-62	15-3-62
9	Toys	2-4-62	9-4-62
10	Sports goods	10-4-62	17-4-62
11	Glassware, ceramic and porcelain articles	12-2-62	19-2-62
12	Textiles and ready-made clothing	10-2-62	17-2-62
13	Typewriters and other office machines	16-4-62	23-4-62
14	Alarm clocks, imitation jewellery, etc.	10-4-62	17-4-62
15	Travel goods, smokers' articles and general gift articles	24-4-62	30-4-62
16	Various (chewing gum, household metal utensils, etc.)	2-5-62	9-5-62

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FEDERATION OF RHODESIA AND NYASALAND

Rebate of Duty for Manufacturing Purposes

FEDERAL GOVERNMENT Notice No. 36, published in the Federation of Rhodesia and Nyasaland *Government Gazette* of February 9, 1962, amends the Third Schedule (Manufacturers' Rebates) to the Customs and Excise (Industrial Drawbacks and Rebates) Regulations 1960 published in Federal Government Notice No. 274 of 1960, details of which were given in the *Board of Trade Journal* of September 30, (page 781). The amendments are as follows:

(a) in that part relating to the Boot and Shoe Manufacturing Industry by the repeal of the following item:

Goods	Item	Effective Rate of Duty			
		Duty A	Duty B	Duty C	Duty D
Rubber sole units (full length) .	256 (g) (i)	Per cent. 20	Per cent. 10	Per cent. 10	Per cent. Free

(b) in that part relating to the Clothing Manufacturing Industry by the insertion of the following item under the appropriate headings as indicated:

Bleached piece-goods as defined in Note (4) to Tariff Item 76, containing 100 per cent. cotton, in a plain weave, weighing less than 5¼ oz. per square yard, and of a free on board value of more than 42 pence per square yard	76 (c) (i) (E) *ad val.*	12½	12½	12½	Free
	or per sq. yd.	£0 0s. 4d.	£0 0s. 4d.	£0 0s. 4d.	Free

(c) in that part relating to the Dips, Disinfectants and Insecticides Manufacturing Industry by the repeal of the following items:

Castor oil (excluding dehydrated castor oil), in bulk for the manufacture of dips . .	202 (a) (i)	20	10	10	Free
Dehydrated castor oil, in bulk, for the manufacture of insecticides and agricultural sprays	202 (a) (i)	20	10	10	Free

(d) in that part relating to the Edible Fats and Oils Manufacturing Industry by the repeal of the following item:

Crude or semi-refined vegetable oils, in bulk	202 (a) (i)	10	Free	Free	Free

and by the substitution therefor of the following item under the appropriate headings as indicated.

Crude or semi-refined vegetable oils (excluding castor oil), in bulk	202 (a) (i)	10	Free	Free	Free

(e) in that part relating to the Industrial Chemicals, Pharmaceuticals and Oil Derivatives Manufacturing Industry by the repeal of the following item:

Castor oil (except dehydrated castor oil), in bulk, for compounding or processing and not merely for repacking . .	202 (a) (i)	20	10	10	Free

(f) in that part relating to the Leather Tanning Industry by the repeal of the following item:

Tanning oils: Animal, vegetable, mineral or mixtures thereof, and mixtures of mineral and fish oils	202 (a) (i)	10	Free	Free	Free
	202 (b) (i)	10	Free	Free	Free
	200 (d)	10	Free	Free	Free

and by the substitution therefor of the following item under the appropriate headings as indicated:

Tanning oils: Animal, vegetable (excluding castor oil), mineral or mixtures thereof, and mixtures of mineral and fish oils .	200 (d)	10	Free	Free	Free
	202 (a) (i)	10	Free	Free	Free
	202 (b) (i)	10	Free	Free	Free

Goods	Item	Effective Rate of Duty			
		Duty A	Duty B	Duty C	Duty D
		Per cent.	Per cent.	Per cent.	Per cent.

(g) in that part relating to the Paints, Colours, Thinners and Putty Manufacturing Industry by the repeal of the following item:

Oils, animal and vegetable or compounds thereof (excluding tung oil), in bulk, not being prepared varnishes . .	202 (a) (i)	10	Free	Free	Free

and by the substitution therefor of the following item under the appropriate headings as indicated:

Oils, animal and vegetable (excluding tung oil and castor oil), or compounds thereof, in bulk, not being prepared varnishes .	202 (a) (i)	10	Free	Free	Free
	202 (b) (i)	10	Free	Free	Free

(h) in that part relating to the Soap Manufacturing Industry by the repeal of the following item:

Vegetable oils, in bulk . .	202 (a) (i)	10	Free	Free	Free

and by the substitution therefor of the following item under the appropriate headings as indicated:

Vegetable oils (excluding castor oil), in bulk	202 (a) (i)	10	Free	Free	Free

(i) in that part relating to the Textile Manufacturing Industry by the repeal of the following item:

Oils and solidified emulsions of oil, in bulk, for lubricating wool, cotton or other fibres in the process of spinning and weaving	199 (a)	£0 0s. 3d.	Free	Free	Free
			per gallon		
	200 (d)	10	Free	Free	Free
	202 (a) (i)	20	10	10	Free

and by the substitution therfor of the following item under the appropriate headings as indicated:

Oils (excluding castor oil), and solidified emulsions thereof, in bulk, for lubricating wool, cotton or other fibres in the process of spinning and weaving	199 (a)	£0 0s. 3d.	Free	Free	Free
			per gallon		
	200 (d)	10	Free	Free	Free
	202 (a) (i)	20	10	10	Free

Exchange Control

DETAILS were given in the *Board of Trade Journal* of March 17, 1961, (page 681), of the Currency and Exchange Control (Temporary) Regulations, 1961 promulgated under the authority of the Currency and Exchange Control Act, 1961 which is valid until February 24, 1962.

Act No. 3 of 1962, cited as the Currency and Exchange Control (Temporary) Amendment Act, 1962, extends the Currency and Exchange Control (Temporary) Act, 1961 until February 24, 1963.

TONGA

Revised Customs Tariff

THE BOARD OF TRADE have received a copy of a revised schedule to the Customs Duties Act which provides for the imposition of Customs duties on certain goods imported into Tonga.

A copy of the schedule may be seen by persons interested at Export Services Branch, Board of Trade, Room 541, Lacon House, Theobalds Road, London, W.C.1.

In the FEBRUARY issue:

AUSTRALIA: Showboat to S.W. ASIA ● PAKISTAN: an 'ideal' factory ● CHINA: Light industry and the consumer ● Advances in agricultural machinery design ● Marine engines for workboats ● Moves towards Afro-Asian economic co-operation.

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CUSTOMS UNION OF STATES OF EQUATORIAL AFRICA

Customs Tariff Modifications

THE GABONESE *Journal Officiel* of January 15, 1962, published the following amendments to the import tariff of the Customs Union of States of Equatorial Africa (Chad and Gabon, Congo Republic and Central African Republic):

Tariff No.	Description	Rate of Duty
		per cent. except where otherwise indicated
09-02-01	Tea—green	19
09-02-11	Tea—black	24
12-07-73 A	Kola nuts	16
	Fixed vegetable oils, fluid or solid, crude, refined or purified:	
15.-07-05 A	Crude oils: groundnut oil	19
15--07-19 A	Crude oils: others	19
15-07-22 B	Refined or purified oils: groundnut oil	19
15-07-23 B	Refined or purified oils: olive oil	19
	Beet sugar and cane sugar:	
17-01-31 B	Refined sugar	22
	Manufactured tobacco, tobacco extracts and essences:	
	Manufactured tobacco:	
24-02-01 A	Smoking tobacco	780 K.N.*
24-02-08 A	Cigarettes—high quality (1)	1,680 K.N.*
	Cigarettes—ordinary quality(1)	1,180 K.M.*
	Soap, including medicated soap:	
34-01-09 A	Ordinary soap	20
34-01-19 B	Toilet or scented soap	27
34-01-21 C	Medicated soap	21
34-01-31 D	Other soaps	23
36-06	Matches	68

*K.N. = Kilogramme net weight.

(1) = Cigarettes are classified, on importation, as high or ordinary quality according as their c.i.f. value is higher than, lower than or equal to 900 francs per kilogramme net weight.

The French text of the notice may be seen at the Export Services Branch, Board of Trade, Room 722, Lacon House, Theobalds Road, London, W.C.1.

SOUTH AFRICA

Customs Tariff Applications

CUSTOMS TARIFF Application List No. 294 published as Government Notice No. 125 in the *Republic of South Africa Government Gazette* of February 9, 1962, states that the Board of Trade and Industries has received the following representations affecting the Republic's Customs Tariff:

For an *increase* in duty on

1. (*a*) Porcelain lampholders in –
   bayonet cap (B.C.);
   Edison screw (E.S.); and
   Goliath Edison screw (G.E.S.).

   (*b*) Telescopic Fluorescent lampholders in –
   bipin;
   single contact (slimline); and
   R.D.C. (high output),

   from free of duty when imported from the United Kingdom and 5 per cent. *ad valorem* when imported from other countries to 15 per cent. *ad valorem* when imported from the United Kingdom, 20 per cent. *ad valorem* when imported from most-favoured-nation countries and 25 per cent. *ad valorem* when imported from other countries. (B.T.I. Ref. 70/9/13.)

   [Applicant: Switch-King Electrical Industries (Pty.), Ltd., P.O. Box 4063, Johannesburg.]

2. Oiled paper from free of duty to 15 per cent. *ad valorem* in the intermediate column. (B.T.I. Ref. 105/9/8.)

   [Applicant Gummed Tapes (Pty.), Ltd., P.O. Box 9672, Johannesburg.]

Where United Kingdom trade organizations are thought to be interested in the above applications they are being informed, and it is suggested that any United Kingdom firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization, should get into touch with that body in the first instance. Firms proposing to make independent representations to the South African Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference (1) C.R.E. 1565/62; (2) C.R.E. 1566/62.

For the *Withdrawal of Rebate Facilities* on:

Hinges used in the piano and furniture manufacturing industries. (Rebate items 637 (2) and 601 (1).) (B.T.I. Ref. 68/9/6.)

[Applicant: Sydmore Engineering Works (Pty.), Ltd., P.O. Box 4826, Johannesburg.]

It is expected that the South African industries at present enjoying these rebates will submit evidence in favour of their retention, but if any United Kingdom interests affected should consider that they have evidence on the matter not likely to be available to the South African industries concerned which they would wish to lay before the South African Board of Trade and Industries, they should communicate with the Commercial Relations and Exports Department, as above, quoting reference C.R.E. 1567/62.

CEYLON

Import Trade Control

IMPORT CONTROL Notice No. 4/62 dated February 8, 1962, and issued by the Ceylon Controller of Imports and Exports, informs importers that an individual import licence is required for the importation of the following goods from any source.

Import Control Notice No. 2/62 which had the effect of banning 22 items from import and cancelling all outstanding licences (published in the *Board of Trade Journal* of February 16) is cancelled by the new notice.

1. Fruits, preserved in sugar, syrup or spirits.
2. Sauces.
3. Ice cream cones.
4. Iron and steel: Wire nails (including nails imported with tea chests fittings).
5. Iron and steel: Barbed wire (fencing).
6. Candles.
7. French polish.
8. Paper, printing, other than newsprint.
9. Paper, writing (other than envelopes and writing pads).
10. Envelopes, plain.
11. Account books, registers and exercise books.
12. Albums.
13. Christmas cards and greeting cards.
14. Foam products and foam sheets (rubber).
15. Hair pins and hair grips.
16. Erasers (of rubber, plastic or any other material).
17. Wooden toys.
18. Drinking straws.
19. Handkerchiefs of any textile material.
20. Towels and towelling of any textile material.
21. Shoe laces.

THE

GOVERNMENT BOOKSHOPS

Government publications provide an up-to-date, reliable, and inexpensive source of information on commercial topics. It may be advisable to check with the Board of Trade the correct title of the document required and whether it is on sale at the bookshops of H.M. Stationery Office. There are Government Bookshops at the addresses listed below, and agent booksellers in most large towns with special facilities for meeting your order quickly.

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CARDIFF: 109 St. Mary Street
BRISTOL 1: 50 Fairfax Street
BELFAST: 80 Chichester Street

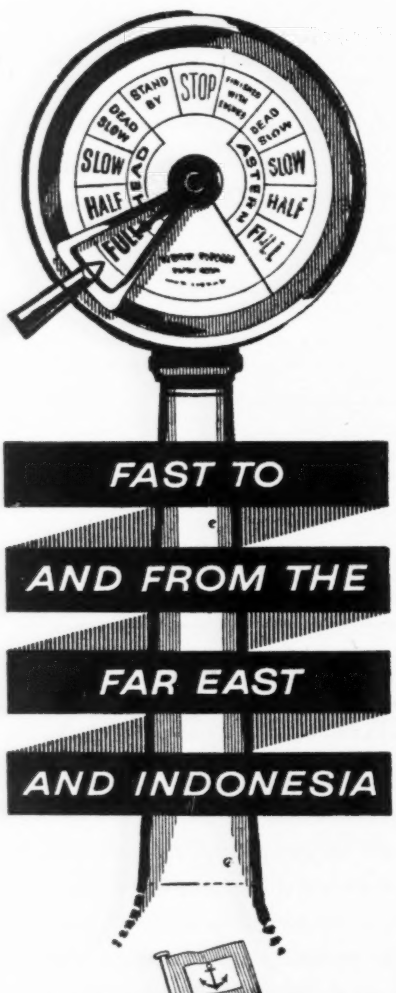
BURMA

Issue of Import Licences

THE DIRECTORATE of Imports and Exports of the Government of the Union of Burma has announced the issue of the following import licences:

Goods	Shipping period ending	Date of issue, 1962
Cotton sewing thread	July 31, 1962	January 27
Toilet requisites	July 31, 1962	February 1

BEN LINE



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FEDERATION OF MALAYA

Pioneer Industries Ordinance, 1958

THE GOVERNMENT of the Federation of Malaya has announced that, subject to representations made in writing to the Ministry of Commerce and Industry before March 17, 1962, it is proposed to declare the following industry and products to be a Pioneer Industry and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	*Products*
Photo-lithographic printing	(1) Photo-lithographic labels. (2) Photo-lithographic printed textbooks for schools. (3) Photo-lithographic printed paper carrier bags.

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the Federation of Malaya. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Federation Company Tax for a period of from two to five years depending on the amount of capital invested in the Federation.

The Government of the Federation of Malaya has also announced that the following industry and products have been declared a Pioneer Industry and Pioneer Products under the above-mentioned Ordinance.

Industry	*Products*
Paper products manufacture	Consumer packs – printed or unprinted boxes, cartons and containers made from paper, paperboard, duplex board, laminated board, chip-board, carton board, plasticized paper and board (excluding corrugated and solid fibre board cartons and fittings).

The proposal to designate these products was announced in the *Board of Trade Journal* on December 8, 1961 (page 1196).

United Kingdom manufacturers who require further information about the Pioneer Industries legislation are invited to get in touch with the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Extension 2317), quoting reference C.R.E. 1236/4/G.

SINGAPORE

Pioneer Industries Ordinance

THE SINGAPORE Government propose to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	*Products*
(A) Chemicals	Brake fluids.
(B) Electrical apparatus . .	Switchgear.
(C) Electrical supplies . .	Cables, all types.
(D) Metal manufacture . .	Prefabricated steel building frames.
(E) Rubber products manufacture	Rubberised coir sheets.

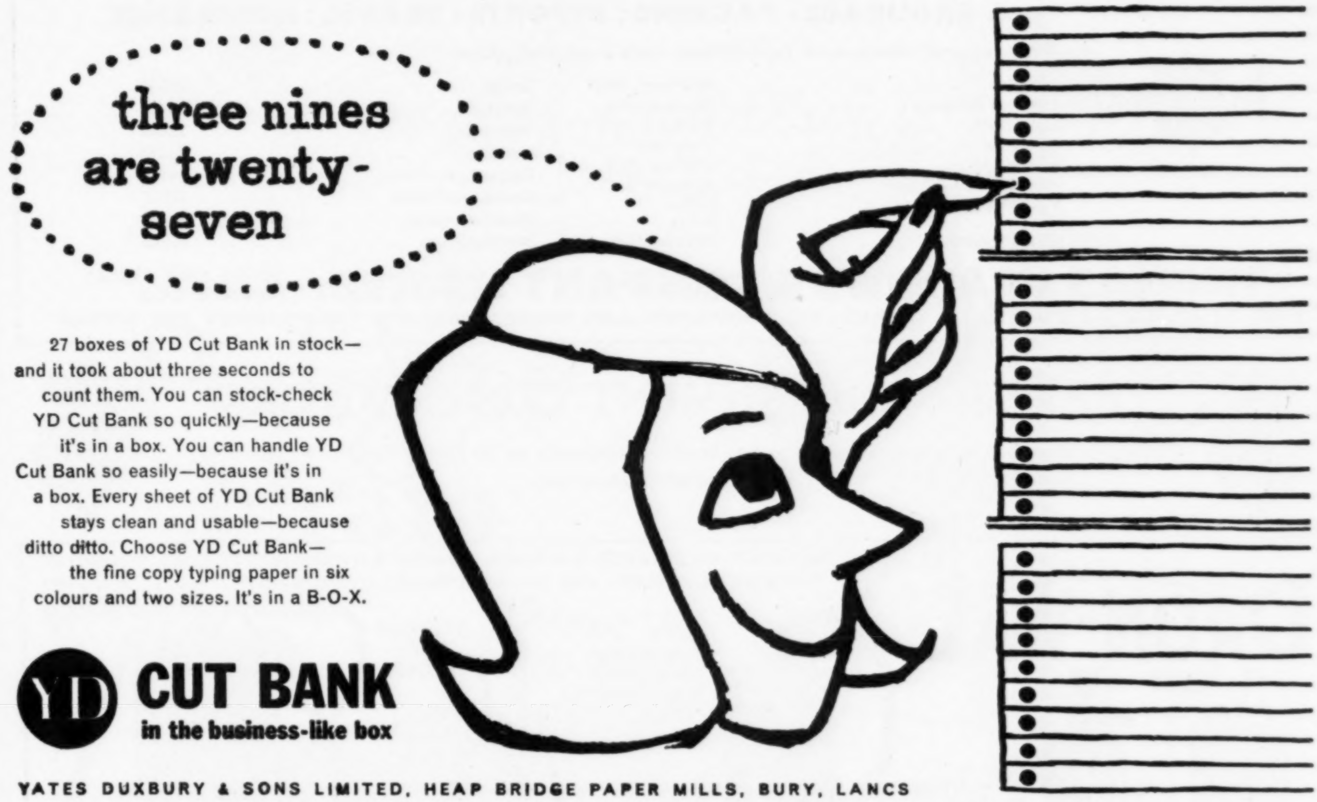
This notice means that the Minister of Finance is satisfied that the products mentioned above should be made in Singapore. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Singapore Income Tax for a period of five years. Any person may object to the making of the proposed order by giving notice in writing to the Minister of Finance on or before March 2, 1962.

The Singapore Government has also declared the following to be Pioneer Industries and Pioneer Products under the above-mentioned Ordinance:

Industries	*Products*
(A) Plastics	Plastic products.
(B) Chemicals	Naphthalene balls and tablets
(C) Metal manufacture . .	Steel bitumen containers.

A preliminary notice of the intention of the Singapore Government to designate these industries and products appeared in the *Board of Trade Journal* of January 12, 1962 (page 81).

Further inquiries about the Pioneer Industries legislation may be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Ext. 2317). Please quote reference C.R.E. 11038/60.



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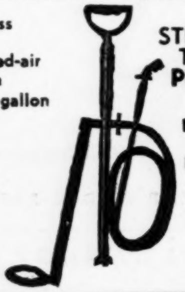

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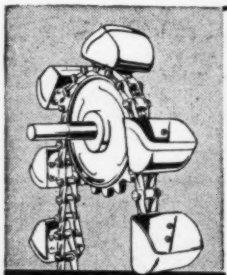

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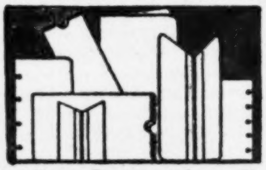

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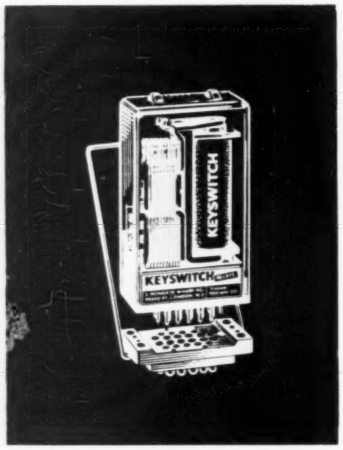

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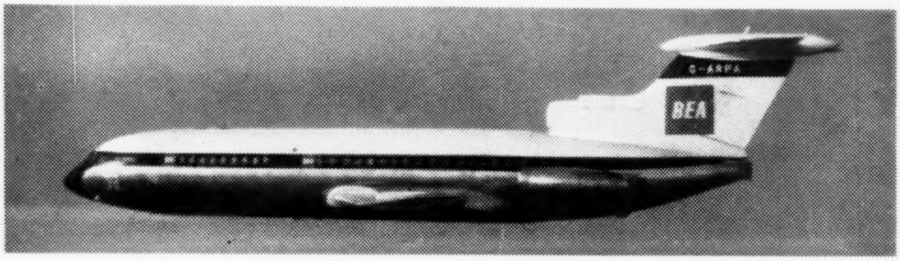

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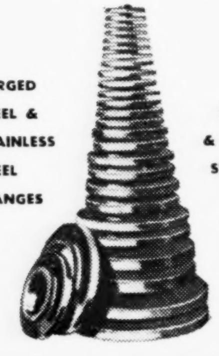

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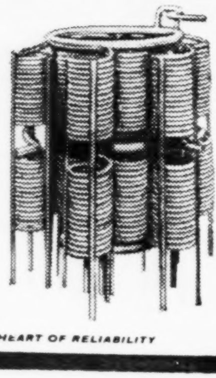

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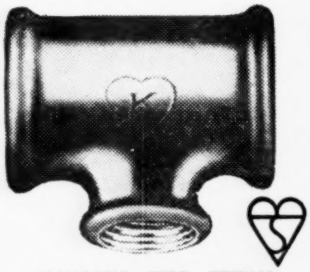

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